



THE LANDGEEK

The Land Geek Podcast With Mark Podolsky, AKA The Land Geek

Mark talks with Jeran Fraser, ReserveLand.com

Transcript

Mark: Hey it's Mark Podolsky the Land Geek with TheLandGeek.com and today really excited because he's back from Toronto. He seems rested. He seems motivated. I know he's probably a little wealthier than when he left Jeran Fraser from ReserveLand.com. Shall I list off all your other domains?

Jeran: No, please don't.

Mark: LandHub.com

Jeran: That's the only one we will focus on at this point and time, LandHub.com

Mark: ImGoingtoMakeMillionOfDollarsWithMinerals.com.

Jeran: I haven't bought that domain yet. Hey Mark. How are you doing bud? Good to hear your voice. It's been a couple of two, three weeks. I've been in and out of Canada.

Mark: Yeah. Look, I'm not ashamed to admit, I missed you.

Jeran: You know I will tell you a real quick funny story. So I'm walking through the US Customs going through Canada and in Toronto, the customs is actually on the Canada side so you don't do it when you come into San Diego there you just do it in Toronto. So I go through and I'm at the last guy. So you go through, you do all your stuff, you put your passport in, you put your thumbprint, whatever you do, all the stuff you do. You get to the next person stamps your book and then you walk through. One guy left to go in. The guy looks at me, he stops and he goes, just yells at me he goes, "Read number 15."

Mark: Read number 15?

Jeran: Yeah. He shows me this form. It didn't have any pertinence to what I was doing. I read it to him and he goes, "Oh I'm sorry, read number 14." Like really angry US Customs...

Mark: You're telling me somebody in Canada was being rude to you?

Jeran: No, no, this is an American guy.

Mark: Oh, okay that makes more sense because Canadians are unbelievably polite.

Jeran: Very, very, very, disrespectful guy. So I'm thinking to myself, "Okay." I'm in a suit. I just got done four days of a trade show. I just want to lay down and just prepare my flight." The guy goes, "What do you got in there?" It was a trade show booth. I said, "Okay I'm taking it back." "Did you bring it with you here?" I said, "Yeah." He goes, "Well you missed a box." Like just plain angry. So anyway he sends me to secondary inspection and secondary is pretty much I thought I was in jail. So I go to secondary...

Mark: You thought you were in jail?

Jeran: It was scary. I go in and the doors close. You can't use your cell phone. You can't do anything. You have to sit in this room and you have to wait until they call your name. So I go back in there, I think there is one other person in there at that time. There is like 10 agents and they are not doing except they are on their computers going back and forth. So after like 15 minutes, I say, "Hey is anybody going to help me. They say, "No, that person they just got to lunch he will be back in like 20 minutes." I'm like thinking to myself, "Are you serious? I'm going to be here for at least an hour."

Mark: Right.

Jeran: So anyways 20 minutes go by, 40 minutes go by I'm at an hour and everybody that came after me is gone. Like they have already gone out. So I'm the only guy left in there. I look up at a guy I said, "Hey what's going on? I'm going to go?" They are like everybody else was a different issue, you're a different situation. My heart sank. The guy who yelled at me for using my cellphone. Literally, I couldn't do anything. I just sit there. I literally I was in jail. I was detained.

I said, "What have I done?" So finally a guy walks up and goes, "Which guy has a trade show booth?" He goes, "Okay you can go." I'm just thinking to myself, "Dude are you freaking serious? Like here I am a tax paying citizen, totally disrespected by 10 US Custom agents." I'm going, you know what? What a bummer? So actually there was a frog in my throat like for like 20 minutes. I thought, "Did I do something wrong? Did I just check the box to go to jail?" I was just like, "Oh man." I was devastated. So it was a pretty funny story but I thought I wasn't going to get home.

Mark: That's crazy. You couldn't use your cell phone. You couldn't call Lauren.

Jeran: No, I couldn't get out. I couldn't leave the premises.

Mark: Weird.

Jeran: Yeah, it was really weird. So anyway it was pretty funny. That's the only very interesting story I have from Canada other than the fact that business was well, we went well over there and we are pushing forward our mining project. So it was a great time. Weather was freezing but thank you Lord that we were right next to the convention center so it was like a five-minute walk. But your face is literally frozen in like three minutes when you walk outside.

Mark: Really?

Jeran: It was pretty cold.

Mark: What was the temperature?

Jeran: I think Fahrenheit was right at about I want to stay like 65 degrees Fahrenheit.

Mark: Wow.

Jeran: So in Canada whatever that is negative 10, 15 Celsius.

Mark: What's San Diego like today?

Jeran: It's 75, so it must be like 85 at the beach.

Mark: You poor guy.

Jeran: Weather's not bad here. Weather's not bad here.

Mark: All right, so what are we talking about today? You want to talk about your life end goal?

Jeran: Yeah I think you know what? One of the things I find is very interesting is people have so many really interesting business ideas or strategies, right? Like hey, I've got this cool concept I want to take the market. But I find a lot of people that come up with strategies or ideas never really think about the exit or like what do I really want to do in this business? Do I want to go to China every other month and build this product? Do I want to just sell it and make a little bit of money so I don't have any liability involved? Like what is the endgame?

We are not just talking about land here we are talking life in general, right? We diversified portfolio so that eventually we can retire. Well depending on the market situations and you know my mom is a great example. You know she's busted her butt for a long time. She's got some retirement money, but she lost the money in the market when it went down and never really recovered. I always love people that go, "Well if you just left the market after the crash you would be up today." I'm like, "Oh great because you know like I knew that was going happen when my portfolio lost 80%."

So you know there's the dynamic of really assessing you know what your end game is, what your exit strategy is you know life with a business idea. I always tell people it's important to sort of like understand where you're going to go and what you're going to do. So if you want to be a guy that sells land is your goal to basically have a passive income when you're 65 and you know make a little money? Is your goal to go and close five million dollar deals where you make a million bucks? You know? It's always good to sort of understand and assess that.

For me, I started buying and assessing land what was I? 20 or 21 and I just remember going, "Gosh this is so ..." It was just cool, right? For me, at 21 it was just cool to take a little bit of money and make more with it. I didn't have and we've talked about it before I didn't really have an end strategy or

an end goal. It was a detriment to both you and I because had we sort of structured sort of where we wanted to be in five years from now...

Mark: We didn't have a mentor.

Jeran: You're right. You're right.

Mark: That was a big problem. We had nobody guiding us and helping us.

Jeran: Nobody, nobody. We were both young. I mean you know what are you now? 50? You look great for 50 by way. How old are you?

Mark: Thank you. Thank you, 42. I feel 50.

Jeran: We're like five years difference so when I was like 26-27 you were early 30s. You know funny enough if we had a mentor, if we knew it ... But there was just because we were sort of creating a niche you know we were pioneering this whole concept of buying and selling land, there was really no mentor. But we still could have had a business mentor to give us sort of a direction or a strategy.

Mark: Well you know I've been working in a job I hated for years and this was like oh my gosh this is a way out. So for me, I was like oh this is it. Like I found my way out and I didn't really think about anything past that. It was like okay I achieved my goal, now what? You know you remember we didn't do anything with terms. We never owner financed which was a huge mistake, huge, huge mistake

Jeran: Well the reason why we didn't do it Mark was because we had such high overhead. So Mark and I were both paying off multimillion-dollar notes with 9% tacked on the back you know interest wise

Mark: Yeah that's true but we could have diversified in other stuff because we were making so much cash on a monthly basis. We could have been buying and buying property left and right that we could have been owner financing. Because you know that's what I was doing.

Jeran: I agree and you and I both did that and tried that. You know we both took down some contracts along the way. But you're right we probably should have gone the direction and we both have a pretty close friend that did go that direction and he's doing very well.

Mark: Yeah, I mean unbelievable.

Jeran: Yeah. So you know when you know someone well who came in after did and is making you know 30,000 to 40,000 maybe 50,000 a month passively

Mark: Passively he was up to 80' at one point

Jeran: Yeah. So that's one of those directions where you know you go you know, "Gosh I am bummed I didn't head that way." But again hindsight 20-20 you learn. So it's always one of those things I tell people now. You know I met with a guy yes he had a really cool product. You know a friend of mine wanted to introduce me to him. He flew out from Austin Texas or Dallas and had this really cool product and he was a very egotistical, arrogant guy. I tried to explain to him like, "You got to have a goal. You've got to have an endgame. You have something that's really cool, you've got a provisional patent in place and once you're granted your patent what do you want to do? Do you want to license the product? Do you actually want to create your own product line? What do you want to do?" He was like, "Well we could do a little bit of both and I want to play with these guys and these guys. I said, "No that's how you approach it. You've got to really think about it and strategize."

I think the problem with us, in general, is that we're torn, right? We are torn by marketing, right? Like market here and market there, do this do that, you know buy this buy that. You know generate things that we don't need. So now you know it's even harder for people that come up with ideas and concepts to go, "Do I pay a thousand bucks to go to this conference? I'm I going to learn anything from it or do I spent that same money marketing this, doing this?" So it's a lot harder and especially in the digital era to really sort of put a strategy around your concept of where you want to be in you know three to five or 10 years from now. The other thing that limiting is that we don't know where our government's going to be 10 years from now, right?

Mark: I know, I know. I mentioned that the last podcast that I didn't want to talk about the government with you.

Jeran: Oh. Why?

Mark: Why. You know why? We're not getting into it.

Jeran: Let's get into it.

Mark: I don't want to get into it.

Jeran: Why?

Mark: Because it's not interesting.

Jeran: It's very interesting.

Mark: First of all we don't know. The thing is you don't know. You don't know what's going to happen to the economy. I was mentioning to Jeff last time you didn't like this administration. You thought the macro economy was due for a dip, right?

Jeran: Yeah.

Mark: That's all I said.

Jeran: In reality –

Mark: I want to stay on topic here.

Jeran: It's not that I don't like the current administration. It's that I don't like at this point in time any administration.

Mark: I know.

Jeran: It's not you know negative saying that you know they've done a horrible job. It's just saying I think there's a lot of entitled people running our country and entitled people and congressmen and senators that run our country that don't understand discipline their own discipline you know self-discipline and are in it for themselves not for the people.

Mark: Right. By the way speaking of that are you watching 'House of Cards'?

Jeran: I don't have time for TV, dude

Mark: Oh my God.

Jeran: But that looks like a great show.

Mark: It's great. It's great. Okay let's get back to the end game

Jeran: Okay.

Mark: Did you ever read that book Stephen Covey, *Seven Habits of Highly Successful People*?

Jeran: I have not.

Mark: Okay, one of them is start with the end in mind, right? So picture your death. What are people going to say about you at your funeral? You know where your core principles guiding you through life, right? I think it's a very important concept what you're saying in the sense that you know you should have your end goal in mind. So it's not just enough for me to say okay this is a great business for me to just get out of my job. There needs to be something bigger than that. You know some value based stuff as well that okay this is one way that I can achieve what I want to achieve in life. You know it's not just having my own company but having this passive income so I'm able to have time to do some other things. You know be able to watch my children grow up, spend time with them, spend time with my wife, travel. Oh sorry about that.

Jeran: Your computer going to blow up?

Mark: Yeah my computer started talking to me. Sorry about that.

Jeran: In ten seconds it will self-destruct

Mark: It's time for me to meditate. It's reminding me, but think it's important. I mean they may talk about having a vision board and goals. You know as human beings this has been studied we're really bad at looking at really far into the future.

Jeran: Yeah

Mark: We're just bad at it.

Jeran: Yeah I agree. You know one of the things I want to bring up Mark which is very interesting. So I'm doing a bit of hiring right now. I've got obviously several projects going on. I'm hiring different people for different projects at the moment. Most of these jobs are for data entry you know entry level jobs that are \$10 or for 13 or 14 bucks an hour.

Mark: Where are you finding this talent?

Jeran: Let me get there.

Mark: Okay.

Jeran: I'm not finding this talent. So I've put out ads in various places to hire, right? What's crazy is that the people that are responding to me are not the college kids. Because I believe that most of them think they're pretty entitled and deserve a lot more money and probably because they have student loan debt and thinking that 300 a month isn't going to chip away at it. But then I'm getting a lot of these like 35 to 45-year-old people that are my kind of in my age bracket and your age bracket that are a little more maybe desperate for a job and you could just kind of almost tell in some email replies. I always ask for give me information back when I'm hiring somebody. Tell me about yourself. I don't want to you know we get emails...

It's funny because I will put an ad somewhere without fail any time I put an ad up I'll get a response from a guy in Bangladesh that he tells me he'll be my virtual assistant. But it's so interesting because there's this really interesting dynamic that's kind of like shifting where I remember when I was 21 and 22 and all my friends 10 bucks an hour, 12 bucks an hour dude, I wanted a job for 10 bucks an hour, 12 bucks an hour, that would have been awesome.

Mark: Sure.

Jeran: But now that's not happening.

Mark: What's minimum wage right now?

Jeran: I think nine and some change or 10 bucks.

Mark: Nine and change. Isn't that high?

Jeran: Yeah they just raised it.

Mark: Okay.

Jeran: I think they just raised it.

Mark: Because I know In-N-Out Burger always pays higher and they are like 10.50 an hour. I will look it up. What's the minimum wage?

Jeran: Anyway it's just interesting because as we're sort of moving in and out I'm setting my own goals for my business, right?

Mark: It's 7.90 an hour.

Jeran: Where you are?

Mark: Yeah.

Jeran: I think it's a little higher east. In San Diego's it's a little higher. Let's see real quick.

Mark: That's crazy.

Jeran: \$10 an hour.

Mark: \$10, okay.

Jeran: So looks like it, minimum wage. Hold on. Maybe it's eight. I don't know. It says 10 here. No, I think it was talking about a bill that there are putting into place. [Indiscernible][00:17:03] raise to \$10 an hour. Anyway, I think that's where they're trying to go with it. Anyway I know it's not a lot of money. It's not something you can survive on by any means but it's a job

Mark: Right.

Jeran: I always put in there opportunity you know there is further opportunity with the job. Anyway, with that I just kind of got sidetracked a little bit. But going back to kind of like setting goals and creating sort of an exit strategy, I think it's very important that when we move into certain things in our life and when he says you also have to do it. Like you said what are people going to think of me when I die and do you want to be the guy that tries to scam people out of their money and you know buy some real estate? You want to be a guy that he can go, "Gosh he was an awesome guy. He wanted to help people. He was successful. He was really creative." You know there are certain things that you have to look at and really assess where it is you want to be in. Look there are people that have gone to jail and they have turned their lives around to become really good people. So if you're a bad person and you trying to change I mean look we can always reassess and then create new goals.

Mark: Right. I know a lot of people that have a lot of money but I wouldn't consider them successful

Jeran: Exactly.

Mark: They're working 60 hours or 70 hours a week. They are completely stressed out and they don't spend any time doing what they really want to do and they're just like the little hamsters on a wheel.

Jeran: Yeah.

Mark: So you know to me success is the three W's working where you want, when you want, and with whom you want.

Jeran: Exactly, Mark. I will say it's getting harder to do that. I'll be honest with you I think that... Again going back to it's not our current administration it's just kind of where America is going. I mean just with the tax you have to solve a debt problem. How do you solve a debt problem? You raise taxes. How do you raise taxes? Sometimes it happens in the wrong places. In this case, a lot of it comes to small businesses.

Like in California I sat down with somebody from Paycheck this morning you know my payroll provider and she started talking about all the different things that I need to do that if I... You know with offshore and everything else my direction when I have a resource person. I'm like, "To be honest I don't want to work anymore. I don't want a job. Is this what a business owner has to deal with?" She goes, "Well it's like buying a new car or learning how to drive a new car." I'm like, "No, no, it's not like learning how to drive a new car. It's like learning how to drive a monster semi-truck when you're six years old."

Mark: Right. A jet.

Jeran: Yeah, exactly. You can't compare it like that. So it is really hard and that's why we have to be even more... I guess there's a penalty. I just found out this morning and I don't hire too many too many subcontractors but if you hire a subcontractor there's are like 20 questions that answer whether or not they need to be a W2 employee or not. If they need a W2 and they are not I think you get fine \$50,000 the minimum.

Mark: Really?

Jeran: So wow like I don't really think about, you know?

Mark: Right.

Jeran: You don't have to or anything. Like if you don't hire a ton of people you know like I go to companies to hire people now and there's different creative ways to outsource without having actually subcontractor or calling a subcontractor but it's a challenge. So starting a new business is challenging and as a business owner do you want a life that comes with it? So that's why again assessing everything before you make a commitment of becoming an

entrepreneur or starting a land business whatever it is you really got to know what your balance is. Do you want to be with liability, with that liability come risk, with that risk comes potentially enough money? But with less risk less money but there's still a chance to be successful.

Mark: Right. Right. Well you know I consider what we do more a lifestyle business than enterprise business.

Jeran: Totally.

Mark: You know what I mean? So we could do this out of a Starbucks in any internet connection. We can do this anywhere in the world as long as we have an internet connection. Where there are some businesses that you really need to physically be with those people and that's more of an enterprise business than a lifestyle business.

In fact, I had Larry Gowllins on the podcast last week and he was kind of alluding to that. He's got a big operation. He's got like 30 employees that are in his physical office. I personally have no interest in managing that, juggling that, dealing with the overhead of that, because it's just not me. It's not my personality. You know good for him if that's what he wants to do and that's his personality but it's not for me. What I find is that when you have large overhead like that it reverses. Suddenly you're working for them and they're not working for you.

Jeran: I just started a new company called I Hate Employees and it's become very successful.

Mark: Did you really?

Jeran: No, I haven't.

Mark: But you know it's funny though because every time I talk to business owners that's their biggest complaint is their staff.

Jeran: Well because if you have like 30 people at your company you're dealing with 30 different emotions.

Mark: Right.

Jeran: You're not so much managing the business you're managing emotions and so it's a challenge. That's why you and I always kind of you know I guess you know gone to a direction of not wanting or having employees because we know. You know I had a personal assistant for a

while. Gosh I mean she was great. She was really good at what she did. But all of a sudden she would go on these emotional tangents and I'm like, "I got to focus. I need you to help me focus. I've already got those focus challenges. You know I need you to focus."

Mark: Yeah we've talked about this. I really think you need to get back on that VA bandwagon and just spend even if you spent an hour a night making sure your standard operating procedure, creating those systems and those files and then hiring you know a couple of VAs and seeing which one works the best, your life is going to be so much simpler. I almost feel like you don't even spend the time. You're so busy you're not even taking the time to push it out somebody else.

Jeran: You're right and what's funny is that again going back to it I took another chance in India, another virtual assistant, I got so burned, Mark.

Mark: No, I know. It takes time and you don't want to do it.

Jeran: It's such a challenge. But at the same time, I'm in a different place. So like a lot of listeners will go, "Well, you know." You know I make a business out of this. It's a very side job for me. When I say that because I'm working on other things right? Land Hub and my mining company. But for me, I still have goals within Reserve Land management how I can grow the business. People will say, "Well, focus on it." Well I'm dealing with things that are greater, grander, right?

Mark: Right.

Jeran: I've got a very big mining project that I'm heavily involved with. We are raising some capital. We're drilling this year. So those are the things that go in that direction. To me, that's kind of where my focus is so it takes away from you know putting processes in place like you did. To put a process in place you got to take time to do it.

Mark: No I know but even if you were... Okay let's say you're working five hours a week right now on your land business, right?

Jeran: Yeah.

Mark: You can work a lot more efficiently in those same five hours if you were having a couple of VAs doing the due diligence, managing the letter writing campaign, handling the marketing and pushing all that out where you know that hour you might be spending working in the business. Now that hour you're just communicating on the business and you're using a

software solution let's say something like Basecamp and you're managing the projects

Jeran: Exactly. You know the other funny side note is that I'm building Land Hub to solve your problems and mine.

Mark: I know. I know which I can't wait.

Jeran: Yeah. But here's what's crazy in the middle of me developing this thing Craigslist changes everything. So I'm almost finished with phase one and then all of a sudden Craigslist throws the hammer down and says, "Sorry, no more HTML mail in ads."

Mark: Right. I know

Jeran: Now we are here with that challenge and we talked about it that I mean they probably put 30000 people out of business by doing that but that's Craigslist you deal with them.

Mark: That's the problem with the platforms. Any time you rely on a platform you're at risk. They change that platform then you've to go to quickly adapt. So that's the problem with it.

Jeran: No, I agree. I agree. So yeah Mark I mean I think you and I like I think the interesting analogy between you and I is that you kind of always been more of a strategic goal setter and I kind of always been like the delusions of grandeur goal setter. Where like I have these big grand ideas and then I have to sort of you know step back you know kind of put some processes in place then move forward. Which is good because I learn, right? I'm like gosh that was kind of silly the way I thought how to approach it and it was more of an emotional approach. I step back and think about okay this is me. I just learned a lesson by going that direction for two weeks and realize it was a bad decision, step back, and kind of put process in place to take another step forward.

Mark: Right. Yeah but I think it's great the way you think. You're not interested in something that's going to make you 2X, 3X. You want 10X, 20X, 50X.

Jeran: Yeah and I'm not opposed to the 2X. You have to have that in your portfolio, right?

Mark: Right.

Jeran: I mean that's how you diversify and I do have some of those you know those things where whether it's my Reserve Land or whatever. In this day and age like you know there are properties that I make 2X on terms or 3X on terms and that's the way it is, right?

Mark: You know what though? If we're really being honest when you've been working at something 10 years or more you want a new challenge. Once you get the 10-year mark I think it almost comes to a point where you're sort of like okay I know this really well, I want a new challenge. If you're going to take on a new challenge you're thinking big about it; which look it's great.

Jean: Yeah. We both did it. You decided that...

Mark: So I got into more of the education end of it.

Jeran: Exactly, exactly.

Mark: Yeah.

Jeran: That's something that appeals to the both of us, right? Because we like helping people and teaching people what we know. We know what we know works and it's just explaining to others and help them in their process.

Mark: Yeah it's great. There's no better feeling when you get an email from somebody that says, "Hey you know I just got this deal done and I'm making this amount of money. Thank you so much." That's great, that's why we do it. So speaking of by the way everybody save the day May 30th, 31st, Jeran will be there. We're going to be in Vegas. I'll let you guys exactly where in Vegas it is.

Jeran: You can't do that to me, buddy. You can't just drop it on me right now.

Mark: May 30 to 31st. I already talked to you about this weeks ago

Jeran: Oh no.

Mark: Save the day we are going to be in Vegas, The Land Geek seminar, two days. It's free for everybody that owns the Investor's Toolkit.

Jeran: It's not on Memorial Day?

Mark: No, that's the week before.

Jeran: Okay. That week before I will be gone.

Mark: Okay, no worries. All right, so what's your tip of the week?

Jeran: Well, as I'm building out Land Hub there's a platform which I still think is pretty neat. I don't know if it's been a tip of the week before or not it's called Animoto.com.

Mark: Oh sure. You know what? It may have been but it's a great tip.

Jeran: Animoto basically takes photos and creates videos. So it's a tool that we're creating within Land Hub where it's going to take your listing and basically create a video out of it. But this is really cool because Animoto you've got music and you can take your photos and create a cool little video. Obviously, you know it doesn't take a brain surgeon to figure out that you know we're moving in that direction of video. I mean we already there and that business can be done that way. So by creating videos for a particular parcel of land it's great way to market. Mark was doing this for about seven years but I'm pretty sure he still hasn't sold a piece of land by doing it.

Mark: That's not true at all. People love my videos. They love it and I did use it Animoto. Like I was like one of the first people jumping on the Animoto bandwagon.

Jeran: Well I started the company so I don't know if that's true.

Mark: Of course you did. You know what? But I use iMovie now. It literally takes me about three minutes to make a movie. All I do, I drag in the photos into iMovie, I add a sound track, not a copyrighted soundtrack just one of their soundtracks that comes with like Garage Band and I add a few titles transitions and I only have about a minute and a half and it's great. Throw it up on YouTube.

Jeran: Boom.

Mark: Boom. Keywords.

Jeran: Tag it and you're good.

Mark: Tag it. It's all about the keywords.

Jeran: Yeah.

Mark: All right so fantastic, Animoto.

Jeran: What's your tip of the week, Mark?

Mark: All right, have we talked about Postlets?

Jeran: Come on Mark.

Mark: Have we?

Jeran: Probably not.

Mark: I bet we have. You know what? I was on the Mastermind yesterday and someone is putting up their ad on Postlets and so I checked it out again. I haven't done it in a while. I just use Craigslist. But Postlets syndicated out to Zillow and Facebook and Craigslist and all these places right? It's great and it's free. But when I started doing it for my 5-acre parcel in Colorado they wanted a physical address. It literally wouldn't let me list it. So I got really kind of frustrated with it but I'm going to give Postlets another chance if I can figure out how to get away from the physical address aspect. Because some of these parcels all you have is the legal. You don't have a physical address.

Jeran: That's where Land Hub comes in, baby.

Mark: Land Hub.

Jeran: Syndicate, syndicate, syndicate.

Mark: Syndicate, syndicate, syndicate. All right, how do you feel about this podcast? Good?

Jeran: I feel pretty confident Mark that people... That at least 50% of people will turn it off but the other 50 percent of people will listen to it.

Mark: That's good. I'll take that.

Jeran: That's a good conversion.

Mark: It's a good conversion exactly. I mean I may have to edit your beginning story kind of what went wrong about Toronto.

Jeran: Come on.

Mark: That's okay.

Jeran: Really?

Mark: I'll give it to you.

Jeran: Come on. You can't edit that. That's a great story. I felt like I was detained in my own country.

Mark: You know what? People like the sound of your voice. It's okay.

Jeran: Okay. Thanks, buddy.

Mark: All right brother. So hey let's do this again next week. You are going to be around?

Jeran: I don't think so bud.

Mark: You're traveling?

Jeran: I might be traveling

Mark: All right let me know.

Jeran: Keep in touch.

Mark: All right. So listen if you guys want to learn more tips, tricks, techniques, on how to make an incredible Jeran type of I want to live off the beach in Carlsbad California type income go to TheLandGeek.com, download for free the *Passive Income Blueprint*, get the eBook *How to Avoid The Three Fatal Land Buying Mistakes*. Of course, you get to listen to Jeran's and mine's voice almost every week delivered to your email inbox, The Land Geek Podcast.

Then look go to ReserveLand.com give Jeran some love. Check out LandHub.com. He probably just registered another domain for you to check out. So, you can do that as well. If Jeran doesn't have any wholesale land that you're interested in going to FrontierPropertiesUSA.com I guarantee I do. This is Mark Podolsky with Jeran Fraser. Thanks again and we'll see you guys next week.

[End of Transcript]