



# THE LAND GEEK

## The Best Passive Income Model Podcast With Mark Podolsky, AKA The Land Geek

Mark and Scott talk with Jen and Tyler Kelly - [LandDuo.com](https://LandDuo.com)

### Transcript

**Mark:** Hey it's Mark Podolsky - The Land Geek with your favorite niche-y real estate website [TheLandGeek.com](https://TheLandGeek.com). I'm so... guests today because everybody loves our podcast when we have our clients on there that have taken this business to the next level and we get to hear their stories how the business has literally changed their lives and it's so inspirational and this one is going to be maybe a favorite I don't know. What do you think Scott Todd?

**Scott:** This might be one of my favorites and we haven't even done it yet.

**Mark:** And we haven't even done it yet. And by the way, just so you all know, I do have a co-host his name is Scott Todd from [ScottTodd.net](https://ScottTodd.net), [LandModo.com](https://LandModo.com), and if you're not automating your Craigslist and your Facebook postings, [PostingDomination.com/TheLandGeek](https://PostingDomination.com/TheLandGeek). And to learn anything about anything [InvestorNinjas.com](https://InvestorNinjas.com). Scott Todd, are you ready for this?

**Scott:** I am ready Mark.

**Mark:** I'm pumped. Today's guest are the Land Duo: Jen and Tyler Kelly. So if you don't about Jen and Tyler Kelly they have an amazing story. So which

one of you is going to talk first about how you guys found us and your journey into land investing?

**Jen:** Actually I'm going to walk you through how we even first heard about land investing. So it was kind of the end of 2017 we first heard about this concept and just it really resonated with both of us. We bought a course just to learn just kind of the basics like what a deed is and things like and we struggled through it doing it by ourselves.

We did acquire our first property in April 2018 and we did everything the hard way and then it kind of proved that we both still liked it and that this was a good business for us and we bought the [Toolkit](#) almost just over a year ago October 2018. Then we sold that first property last November so it's just been a year. There's just a lot of content and a lot of value for us in the Tool Kit so we did Flight School as soon as we could get in. So the next one was December, loved it. The first class we learned like a little nugget that seems so simple now but was mind-blowing then we did coaching as soon as we could just January of this year and it's just taken off since then.

**Mark:** Wow, wow...

**Scott:** Mark, did we lose you? Are you frozen? Were you just like taken back from the whole experience? I think we did lose him. So you know one of the things that I think is kind of cool about this is that - your story - is that what happened was you went down this path, it didn't necessarily initially work out the way that you wanted it to. Like it did but you didn't have success right away, right.

**Jen:** Yeah.

**Scott:** Like you bought something but then you didn't sell it. Like you know and anytime you go down this path there's a lot of fear okay. Like I know you had a lot of your fear and then you're like okay we bought the property, we're kind of excited about the same but how do we sell this thing right. So like now all of a sudden you're meeting initial resistance. How did you come through that initial resistance to like keep moving? Because a lot of people have been like I can't figure out this seriously I'm out, I'm done. Like what happened, like what were you thinking, what were you saying to each other that really pulled you guys through to say look there's something here we're going to go further?

**Tyler:** Yeah. So I think that for us we had just heard so many podcasts, we had seen a lot of content of people that were successful in doing this and so we just believed in it. We've though if this works we just got to figure out

how to make it work and it may seem a little counterintuitive that we sat on this property... we didn't really sit on it but we were marketing it for six months and then the answer was let's go buy another program but for us we thought like let's get another perspective and let's see how you know another way that maybe we can do this. By getting the [Toolkit](#), I think that it really got us way more aggressive in our marketing, 'cause like we can't just put out a couple of ads and sell a property but we need to be all over the place. I mean just that one little stage made the difference and got us that first sale.

**Scott:** Right. I mean one of the cool things that I know like know like when we start Flight School I give a quote. Like I give this quote, I give it to every Flight School and if you remember it's about success. Like, you know, I won't steal it from other [Flight School](#) classes but that if basically if other people can do it so can you and I really loved that about your story is that that's kind of the approach that you had. That's the approach that I had too. I would listen to Mark do the podcast back when I wasn't really having the success that I wanted and I would listen to the guest that he had on there and I just kept telling myself like if those guys can don't why can't I do it. Like I would listen to Mark I'd be like if that guy can do it I know I can do it. Mark, like what do you think?

**Mark:** You know yeah. I think if you look at my face you're like if this guy can do this come on - like it's not brain surgery and it's true there's nothing special about me, there's nothing special about Scott. Well maybe not Scott but there's nothing really special about most of us that, you know, the success I think I know for me it's just consistency and just ties into this little daily improvements every single day.

So let's rewind the tape now. You guys get out of Flight School or first of all you started another program why Land Geek? Like why not some other program? Like what was it about us and our methodology that made you say well maybe this might appeal to us more.

**Jen:** I think we wanted to scale it. Like so we liked it but we just had one and we were afraid, and it was a little bit more of an expensive property and we still doubled our money. Like our worst deal was our first deal but we wanted to scale it. We liked the direct offers, things like that and the community.

**Tyler:** Yeah, the community has been huge for they're just it's a very active community and people that have been very successful in the business. But I think with the first program, here not to like talk bad about it, we got a lot of foundational knowledge but it wasn't a full blown system. It wasn't the

recipe and so you know we had this good foundation of how to do a deal, the mechanics involved, the different steps that are involved but we didn't have that end to end system for how to mail, how to market and for us that's really been the difference.

**Jen:** Yeah, like how to make it a business.

**Mark:** Right, right. So you're in [Flight School](#) and then what is [Flight School](#) like? Just that inside sort of scoop with your Flight School class. I mean look just pretend Scott is not on the podcast you can just kind of say whatever you want.

**Scott:** I'm not listening, I'm not listening.

**Jen:** No, it's good. It's intimate, you have a call that basically feels like you're in a classroom and you never feel rushed. You can have endless questions and you basically are forced to walk through the process. So all those like stopping points that were all the times you're uncomfortable it's like well you've got to do it by class time so you just push through it and everybody else is uncomfortable too and like everybody else is learning. So I think that helps just build your confidence that you are all starting somewhere.

**Tyler:** That's true.

**Mark:** Yeah you know I...

**Tyler:** Oh sorry and the only thing that I would like add to that is that we still work with these people, we still know those people that are in our Flight School group and some of them are doing coaching now. So you have like the cost that is there and you're learning a bit piece by piece and you're implementing and executing but then you're also have these great relationships that you're building too with other people that are doing the same thing.

**Mark:** Right, right. So you guys are relatively successful in Flight School, coming out of Flight School and then what sort of makes you think oh let's do one-on-one coaching? Let's really blow this thing up. I mean I would imagine that sort of a scary next step.

**Jen:** Yeah, it was but we had like an intro call with Tate when we were in Flight School and we just connected with him and he gave us this suggestion. That was something so again out of our comfort zone we wouldn't have done it but we were like you know what let's do it exactly

what Tate says and just see what happens and it just like catapulted us. So we knew that if we had that one other person to check in with, to ask questions because the previous year it wasn't that we weren't successful but we had to do it three or four times wrong to find the best way. So now it's like we can be like hey Tate this is what we're thinking A or B and he's like okay try B first. You know like it just really cuts out months, weeks, years of trial and error.

**Tyler:** And I think that for us seeing going through the struggle made us realize that we don't want to keep doing that.

**Jen:** We don't have to.

**Tyler:** Like here's a better way. Like let's go find somebody who has been successful and has done this and learn from them and I mean it's we haven't looked back and it's this year it's just been insane.

**Jen:** Yeah.

**Mark:** So let's talk about this year. So you started coaching on what date and I think are you nine months in?

**Jen:** So our first call with Tate was January 31st of this year so I definitely remember that. So last year in a whole year we did one sale and then this year we've done over 80 sales.

**Mark:** Over 80 deals, so from 1 to 80.

**Jen:** Flat and we're not done. Like we're not flowing down the year is not over but I mean that...

**Mark:** And the year is not over.

**Jen:** Yeah.

**Mark:** And then what have been the results of those 80 deals? Like how has life sort of changed for Jen and Kelly Tyler?

**Tyler:** Ah yeah sure. So, I mean the business has just been flying and it's been great. We put in a bunch of systems and recently as of last month I left my fulltime job to focus on this a 100% and we're still transitioning but it's been so great. I'm spending a lot of more time with my girls and you know in my corporate job that I had before it was you know I worked at a global

and I was on a global team. So we were getting emails 24 hours a day, I was on calls at midnight, I was on calls at 6:00 in the morning.

**Jen:** Sometimes like at 3:00AM he would have to get on a conference call to talk to somebody else; like it was non-stop.

**Tyler:** Yeah and so I felt like I was just always on with my corporate work. It was just really hard to focus on my family and just having that time freedom it's just incredible, it's hard to put even into words like how amazing it's been just these last few weeks.

**Jen:** Yeah.

**Mark:** Jen, what's it like for you having Tyler making this transition? I can see it in his face he's a lot stressed out. I mean it seems like six weeks ago Tate was like Tyler is really stressed and I'm like oh I want to get on a call with him. But how is it for you, like what's that experience been like for you?

**Jen:** Well it was really scary because we always had these really high goals and we thought trying to do it in a year or two years was aggressive enough but we kind of got to a point where we haven't completely replaced Tyler's salary but everything is projecting beautifully. We cut our budget a little bit and it's just the quality of life.

So since he quit we've had our best months ever, increased our passive two and three times what we have been and it's just, I mean literally after people would be like oh did you get a tan? It was like it was just so much, so much happier, so much less stress and it is fun. We have two little girls that's what he says and we see our girls that we get to just share their time and I have a part-time job that it's just kind of a dream to be working on this it's amazing.

**Mark:** Yeah, it really is. I mean Scott Todd it's been a long time for you now but do you remember being Tyler and having those fears and that anxiety? I remember kind of walking you off that cliff as well.

**Scott:** Oh man it's crazy because for me it's been like three and a half years and like you know like when I found out my job was getting outsourced like I told myself okay I've got the land business and that's what I'm doing and then your brain starts to kick in. The brain is like you're crazy, you need a job, like you know talking about survivor's guilt. Like everybody was having like meltdowns even like the minute they announced it people were like boring because they just lost their livelihood and here I am and I'm walking through it and I was in shock but I wasn't like boring inside.

I was just like okay I've got a plan and then you know like right towards the end I'm like oh man I'm crazy I should be looking for a job right now, I'm going to miss the boat. You kept telling me like don't do it, don't do it, don't do it and like the story I like to tell Mark it's like on my last day as I'm getting ready to go out I'm waiting for the HR interview. Here you are and you're like calling me you're like, "Dude only a couple of more hours to go. Live is going to be better, the air is cleaner, you know the food tastes better, and colors are more vibrant." I'm like what are you talking about?

Like looking back at it I've got to tell you something just like they said like the stress level instantly goes down. You would think like it would be more stressful to have your own business or to run it yourself but honestly if you set it up right and you have the passive income coming in and it's the passive income. Because if you had to wake up every morning and go after sales like I don't know realtors have to do that would make me sick. Like I don't know where my next meal is coming from I better conserve this. That doesn't sound fun to me but knowing that I've got almost like a subscription business coming in where people are just mailing me checks they're coming in, money is coming in it's like mph okay I can have a terrible month and life will still go on. It might sting a little bit but life would still go on.

But the reality is that you do kind of go through a lot of mental things. Like I feel their pain because there's a lot of mental thoughts going through your head like this is a mistake, we shouldn't do this or what, this is going to be painful. I've got to tell you every year, every year since I've done this Mark every year has been better man, like every year is better.

**Mark:** Yeah, I mean like Tyler had already made the decision like I was talking to Tate I'm like let me talk to them I want to convince them and he already did it. So Jen like who was more nervous between the two of you would you say?

**Jen:** Oh I think it went back and forth. Like I think I was supportive because I could see the quality of life change but then we literally got that last paycheck like in that day. You know like when you're done and it was super scary and I have a part-time job so that's good we have that consistency but then it was just kind of like a mental shift, like a paradigm shift because we thought well we're planners we didn't do this irresponsibly. Like we really thought this through and worst case we stop all of our systems, everything we're paying for it and we get paid like really well for the next 2-5 years based on our current passive like Scott was saying. So when we did it that way then it just...

**Tyler:** It made the decision a lot easier. When we started thinking about the exit strategies that you have because you've built up a big note portfolio you can sell that or you can just stop paying expenses and keep getting checks. So after we really thought about it, it didn't seem near as scary or risky as it did when we first were like hey what if I quit my job?

**Jen:** Yeah.

**Mark:** Right, right. So if someone is listening to this what advice would you give them as far as, you know? I like to pick on Procter & Gamble they're in the cubicle at Procter & Gamble, they've got their health benefits, they've got a nice salary but they've got that long commute to work. It's kind of you know it's just not purposeful, it's not fulfilling, they feel like oh there's got to be something better in life. I can't just keep living you know, week in week out for the weekends and holidays.

**Tyler:** Yeah so I think Scott talks about this a lot when it's like you have to really be committed to change, you have to have that burning desire to change because that's what he says and I think that's how I felt. It was like we're going to make this work no matter what and we took that mentality when we joined Flight School, we had that mentality when we jumped into coaching and you know if you really want to change and you really believe that you can do it then you can do it.

**Jen:** It's just like it's the consistency and I think it's helped having each other because when one person is discouraged the other one kept it going but we've put in tons and tons of work over this last year but what's cool was... I mean it really seems unfair because in the beginning when you have no time and no money you need all the time to get your business going and you need money now and then it's like now we can just see that we're spending less time and less time in the business but we're just trying to do it like just one step at a time and just no matter what we're going for it and we thought we were committed and had grit. Then we you put in this notice at work it was like there is no choice now like we have to do this.

**Mark:** Ships are burnt.

**Jen:** Yes, that was there crispy like.

**Mark:** Yeah, yeah. So looking back now is there anything that you would warn people against? Like we made this big mistake, you know here's what we would do differently now.



**Tyler:** So in the beginning I mean it would have been great to just start with this program and gone straight into Flight School and just learned a system that works versus trying it on your own. I mean we burned a whole year I mean that's a lot of time that if we would have had that year again doing it the right way we would way further along than we are today. So I think that the notion of like I'm going to figure it out on my own. I know that you guys talk about this but we fell into that same trap.

It was like oh we've got this thing all figure it out its one thing and then there are definitely easier areas to work in than others. We didn't really understand that when we first got started so we had this like oh we want to buy something that's close to us. So we started in our own state and I mean North Carolina is beautiful we've got the beaches, we've got the mountains, like there's tons of land here but you have close through an attorney in North Carolina. So its way more expensive and it just wasn't a good place for us to work. So you definitely want to make sure that you're picking a good area.

**Mark:** Yeah, Jen go ahead.

**Jen:** Yeah, I was just going to say I was just kind of skeptical too because it's so new you know learning every part of this process. We've listened to lots of real estate podcast because it was interesting but it's still a completely different business from what we had ever studied in school, our jobs over the last 15 years you know. So just trying to do it on our own now it just seems silly because when you go through school you have professors, teachers and things like that. So why not get someone that's made the mistakes to kind of guide you.

**Mark:** You know it absolutely and it's funny because we just finished Bootcamp and a lot of people after Bootcamp they're super pumped up, they are... because they've just had two and half days of land investing immersion but they are Tool Kit people and they want to go out and they want to do it on their own. Part of me is like go do it and then the other part is like man this is so difficult just to have spent two and a half days and then think you're going to go out of that bumble and execute and execute and execute because we know the numbers it's like really, really difficult to do.

When you could just go into Flight School and have Scott guiding you and saving so much time, avoiding mistakes and then ultimately you know having this huge ROI on it. Then once you see it you're like oh the coaching is just a no-brainer and I think that you are the personification of that journey of okay we tried it on our own really, really tough. Went to Flight School Scott's a rockstar and then we're going to take this thing and blow it

up into a big business and work one-on-one and see that evolution of working really, really hard and then getting out of business and really being entrepreneurial about it instead of like creating another job for yourself.

**Jen:** Right, and you just kind of felt like isolated because it seems like such a weird business to people if you just explain it to them they act like you have no idea what land investing is. So that's why we even want to keep coming to Bootcamps because you go from no one doing this job to being in this community where everybody does this, everybody thinks it's normal and it's just really comforting.

**Mark:** Yeah, yeah and then in the VIP room is pretty interesting. What's that like for you?

**Jen:** Yeah.

**Tyler:** Yeah, it's true though. The VIP room is really a lot of time to really learn from other coaches and learn from other people in the community. There's a lot of time that you spend actually working on improving things about your business, different aspects. So like this Bootcamp for us marketing was kind of big focus area and so we got to ask you know Mimi, Erik, Mike Zaino, all the different coaches' questions and we came out of it with a huge laundry list of action items that we're right now working through.

**Mark:** Awesome.

**Jen:** It's just a smaller group of people and you kind of come up with questions you didn't know you had when you're hearing about other land investors' journeys and what their pain points are and yeah.

**Tyler:** That was our second Bootcamp and I'm kind of the cheapo person in the family. I'm the tightwad, so I'm like we did this like you know six months ago like should invest money and go again? And then we came back I was like wow yeah we made the right decision. It's just you get so much out of it.

**Mark:** Scott Todd, what are your thoughts?

**Scott:** I mean there's so much to do. Like one thing that I was thinking about is when you think about like learning something new I mean we've brought this up before you can go do it on your own. I mean, theoretically you it's not legal, not legal but theoretically, you could teach yourself how to fly a plane. Like there are people that do that and they seat behind flight simulator and they just learn to do the Microsoft Flight Simulator okay for

years and years and years. Now to get into the plane and actually go do it it's not going to happen, right? Like you're not going to go fly a plane by yourself you have to do. And I've got to tell you something flying a plane is not complicated, it really isn't. What makes it complicated is understanding some of the background behind some of the things that you need to know and to look out for, because gravity is kind of mean to you when you fall from the sky you've got to know what you're doing.

I think that land investing in what we do our business is not hard. It really is not hard the economics behind it are very, very simple. What makes our business hard is that you are setting up a business; like you're starting from scratch from you know. It's not like you're going to buy an apartment building down the street you're needing to put in infrastructure, you're needing to build systems.

One of the things that I remember from one of the Rich Dad books I think it was Cash Flow Quadrant think is he talks a lot about systems. He talks about these systems and he said that business really what makes businesses viable are their systems. It's not necessarily what they sell but it's the systems behind it or maybe it's Michael Gerber that said this. Basically like McDonald's doesn't have the best hamburgers but what they have is the best systems okay.

So what you have to do is you really have to understand that one it's not like you're just going to go buy a piece of land and then sell it. That is the economics behind this business what makes this complicated is all the things that we've never been taught like the marketing or the sales or the accounting or then you know the pricing of the offers. These are all things that you can figure out on your own. However, to me it's much better to have like that instructor that's there with you to help guide you, who's done it thousands of times so that you understand like okay this is the shortcut and or man I've got to avoid the shiny object syndrome of oh let me go do this or let me go do this, as opposed to like in Flight School we're like follow the recipe and then once you get done with it then go make the recipe or whatever you want, if you want to. But I think that's what makes the business hard. It's not that it's hard it's that there's a lot of you have to tap into a lot of skills that you've never either tapped into or never even learned in the first place.

**Mark:** That's so true... go ahead Tyler.

**Tyler:** I think the shiny object thing was something that was a big help with coaching for us is that when you're starting a business there are so many different things that you can kind of get going and chase after. Like a real

example for us was with like Tate we we're wanting to try some new counties and Tate is like why? You've got a County that works. Like go deep in this County and keep doing what you're doing. You don't need five different Counties to run the business and just little things like that are huge because he's right. You know we stuck with one and it's been really successful.

**Scott:** I do have a question Mark, I have a question.

**Mark:** Go ahead.

**Scott:** Okay so you guys make the decision like you're quitting your job right. Like this you're going all chips on the table. I know how nerve wrecking that is. How insane was it for you to tell like your family, your parents or whatever like this is what we're doing and yet they don't even understand... I'm assuming they have a hard time even understanding what the heck land investing is. You might as well just tell them like you know like you're just it doesn't like...

**Mark:** I'm quitting my job to work in the circus.

**Scott:** Yeah, it would have been the same thing. Like how do you tell them? Who did you tell first? You had to go to like a safe parent first. That's what I would have done. Go to the safe parent first who's always there to encourage you and then you're going to build up like okay, okay now I'm going to tell the hard parents. Like what do they say to you?

**Jen:** Well we were going to see our parents in October they don't live in North Carolina but we had plans to visit so we're going to wait and do it in person. We sat down with my parents, we went to the mountains for this little weekend trip.

**Scott:** Wait, wait. Are you parents the hard parents or the easier parents?

**Jen:** Easy parents, easy parents but I still prefaced it and I kind of practiced it too. I was like you don't have to support us but this is something that we really feel strongly about and we just want you to know. We told them and they were like congratulations and we're like what? Like they just there they're like, "You guys are planners, I know you thought through every worst case scenarios. So you're young now is the time to do it." And that felt really good too. We were like oh okay like okay.

**Tyler:** Yeah we can do this.

**Jen:** Then...

**Tyler:** Oh my gosh, I hope my Mom never listens to this. So my mom was actually driving from Texas to North Carolina because she's got a house out here. So she stopped in the mountains while we were there. So she comes in a few days later so I tell my mom and it was just like, "Oh what are you going to do about health insurance?"

**Scott:** Yeah, the health insurance.

**Mark:** Yeah, there it is.

**Tyler:** She knows that we're doing the business and she likes real estate but she's more into like flipping houses that's what she likes. She doesn't really get what we do I don't think but she's okay with it.

**Jen:** Yeah. We kind of tested the water a couple of months earlier just as a joke and said, "What would you do if we quit our jobs and did this fulltime?" She was like, "I hope you're kidding." So we knew it wasn't going to go well but...

**Scott:** But... I mean like that is the funny thing because Mark that is really one of the questions I think most people ask because we were so engrained in this corporate mentality that your health insurance comes from your company which makes no sense by the way. Like to me it makes no sense but that's a whole political movement there.

The reality is that there's health insurance out there like Mark has got health. I'm not saying it's cheap but you can get it and everybody figures it out. So congratulations to you guys and yeah you do this for a little bit of time and just becomes what you do that your parents will be like that's the coolest thing story ever. So congratulations to you guys.

**Mark:** Yeah, yeah. So we're recording this in November. So what is your passive now, what's your goal at the end of the year?

**Jen:** So our current passive is just under...

**Tyler:** We're at like 5600.

**Jen:** 5600 yeah.

**Mark:** 5600 okay.

**Tyler:** And at the end of the year we're trying to get to seven.

**Jen:** 7500.

**Mark:** 7500.

**Jen:** Yeah.

**Mark:** Okay great, great.

**Scott:** She just raised the bar on him. Did you notice that?

**Jen:** Well in our program we increased it by over a thousand in one month so it's doable.

**Scott:** It is doable. It is that's right. It should be 10,000 by the end of the year get on it.

**Jen:** We'll get on it.

**Mark:** Yeah and what's funny about this Bootcamp was how everybody showed in VIP room and if you don't know what the VIP room is it's just the one-on-one coaching clients have their own separate room and their own separate training. But what you see is that the first year is very, very difficult and the second year it looks like everybody hockeysticked up their business. So my sort of and you know goal for you guys is number one you're not going to use your own money on deals, you're not going to self-fund and then number two you're going to double your passive or triple it in year two and then I'm going to have call. We're going to get Tyler's mom on the podcast and interview her and be like what's it like?

**Jen:** Yeah.

**Mark:** She's like it's amazing and then we're just going to walk her through the numbers. Like you realize Jen and Tyler are millionaires in you know one year because how much money would they need to save if they had that you know throw off over \$60,000 a year at 2% interest? She's like oh my gosh, what is it, it's like 2 million.

**Scott:** At 2% obviously it depends on the numbers but yeah.

**Mark:** Right so congrats to you guys but now we get to put you on the spot and ask you for your tip of the week: a website, a resource, a book something actionable for the Art of Passive Income listeners to go improve

their businesses, improve their lives. This story has been so inspirational you're only into these nine months already 80 deals this year. Next year is really going to be the big year and so excited for the Land Duo. What have you got for us?

**Tyler:** All right well thank you. We have a tool that we use it's called [WorkAst](#) W-O-R-K-A-S-T it's a weird name but it's a tasks management school and it integrates with Slack and it's free for up to five users then they charge a small fee per user per month. But it's really nice so we can you Slack instead of tasks for our VAs and then when they complete the task it will give us notification in Slack that the task has been completed. It also has it's own dashboard where you can go in and see your task list or calendar view of the different things that are assigned to people.

**Mark:** Wow very cool. It's kind of like Process Street meets Slack.

**Tyler:** Yeah, kind of like that.

**Mark:** That's what I love about Process Street is you can see your VAs in a check list it's like did they get everything done and this is phenomena and can't beat the price.

**Jen:** Right.

**Mark:** That's really good. Scott Todd, do you have a tip of the week?

**Scott:** I do, I do yes it's like the Abba song *I do*. All right Mark, check this out. Sometimes we need peace and quiet to like work. You know like I'll tell you when I had my corporate gig and we moved into new headquarters one of the things that they did was they pumped in white noise into all of the offices. It was like a dream come true because normally you could hear through the offices but they like started pumping in this white noise and you couldn't hear anything. It was like being in an isolation booth and I loved it.

So I just gave you the link to it. There's an app on the iTunes store called [Muse](#), M-U-S-E White Noise and check it out because you can not only do white noise like the normal white but you can do like rain or thunder or wind or whatever, train movement, cruise anything. It's pretty cool, I like it check it out and it's free.

**Mark:** Woo that's really good. I use PZIZ but it's not free. It's like free for the first five but it's like the app JK Rowling uses to help her focus but they have a nap piece and the sleep piece. Like their insomnia pieces is like

amazing kind of walks you through how to get back to sleep. Well my tip of the week is you know learn more the Land Duo. Is it just the [LandDuo.com](https://LandDuo.com)?

**Jen:** Yeah.

**Mark:** Check out their land, buy some in land. Invest in the Land Duo's, maybe email them. I remember just for fun I think it was at [Bootcamp](https://Bootcamp) I was going on [Landmodo](https://Landmodo) and I liked to try to negotiate with Jen. She was like okay I'll do that deal. So you never know make them an offer and I would say that if you want to follow that path you really owe it to yourself, you owe it to your family to really because again, you know, Jen and Kelly have said it we can always make more money we can't get more time and training Flight School, the coaching really shortens that learning curve so you can really accelerate your success in this business and get to where you want to be 10 times faster. Just go to [TheLandGeek.com/Training](https://TheLandGeek.com/Training), schedule a call and find out which program is right for you.

So this has been phenomenal. I want to thank Jen and Tyler. Are we good guys?

**Jen:** We're good. Thank you guys.

**Tyler:** We're good.

**Mark:** Thanks so much. Scott Todd, are we good?

**Scott:** We're good Mark.

**Mark:** All right. Just to remind our listeners the only way we're going to get the quality of guests like a Jen and Tyler the Land Duo us if you do us three little things: you've got to subscribe, you've got to rate and you've got to review the podcast. Send us a screenshot of that review to [support@TheLandGeek.com](mailto:support@TheLandGeek.com) we're going to send you for free the *Passive Income Launch Kit* which is normally \$97 as well as the new wholesaling course *How To Double Your Money 30 Days or Less Buying Wholesale and Flipping Retail*. So please do that. Are we ready?

**Scott:** Let's do it.

**Mark:** One, two, three.

All: Let freedom ring.



**Mark:** Actually that was really good. Let's get you guys on more. All right, I know you've got to go get the girls. Thanks guys.

**Tyler:** Thanks.

**Mark:** Bye, bye.

*[End of Transcript]*