



THE LAND GEEK

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

**Mark and Scott talk with Evan Bollier and Chloe Bawmann –
ParadiseParcels.com**

Transcript

Mark: Hey, it's Mark Podolsky - The Land Geek with your favorite nichey real estate website TheLandGeek.com. And I always love these podcast Scott Todd where we have our successful students walking us through their journey.

But, I'd be remiss Scott Todd if I didn't properly introduce you. You know him, you love him the 'Brain', the 'Professor', the [Flight School](https://FlightSchool.com) Sherpa Scott Todd from ScottTodd.net, LandModo.com, and if you're not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek. Learn anything about anything InvestorNinjas.com. Scott Todd, are you excited as I am?

Scott: You know Mark these are always exciting especially because like I get to see the transformation of people. As they go through [Flight School](https://FlightSchool.com) I get to see like oh my gosh what is this guy asking us to do and all of the potential mistakes that people think they are about to make, the heart racing moments and then the growth. So it's really cool for me to have people on this podcast who have kind of gone through [Flight School](https://FlightSchool.com) and so yeah I'm excited.

Mark: Awesome, awesome. Well out guest today is Evan Bollier and Chloe Bawmann. Hi guys.

Evan: Hello.

Chloe: Hi.

Mark: So let's just get into it Evan and Chloe. How in the world did you learn about The Land Geek community?

Evan: Well I guess rewind a little bit back to summer 2017 I had recently finished my MBA and I needed a little more direction in my life. I wasn't sure what I wanted to go on to a PhD to start teaching full-time. I was teaching as an adjunct faculty member and also running the sustainability department at Eckerd college, but I wasn't sure I wanted to go for a PhD. So I took a book *Rich Dad Poor Dad* by Robert Kiyosaki and that ended up making me take a deep dive into real estate and I started listening to a bunch of podcasts, reading a bunch of books, listening to them on Audible and I heard you being interviewed on another podcast and it just made a lot of sense to me.

Mark: All right. So now you've got a Chloe problem, right. Like you're all excited and you are jacked up. To Chloe how did Evan convince you about this wacky land investing niche?

Chloe: Well he told me on a cruise. So I think it was a little easier for me to say it was a good idea and he proposed to be my business partner. He was like, "I'm not going to ask you to marry me right now but do you want to be my business partner?" So we learned a little bit more about it and then about a month a half later we went to [Bootcamp](#) and I still thought he was a little bit crazy but [00:03:18] [indiscernible].

Mark: Okay so Scott Todd is that the most romantic sort of proposition you've ever heard?

Scott: You know Mark maybe, maybe.

Evan: Strong maybe.

Mark: Yeah. I mean I could just kind of picture it on the cruise, I'm assuming alcohol was involved.

Chloe: I don't think yet.

Mark: Not yet, not yet. Evan gets on one knee and says will you be my lifetime passive income partner and makes 300% to 1000% returns with me?

Evan: Yes.

Mark: It's like a beautiful Hallmark, really. Like that could be a Hallmark show. So, Chloe, Evan I assume doesn't drag you kicking and screaming into [Bootcamp](#), but what was [Bootcamp](#) like for you?

Chloe: At first, I was pretty skeptical and then you came in and you're like write down your why and we were just looking at each other and immediately we were both like, wow, is there people here that are actually doing it? I remember we were sitting next to somebody who selling properties while you guys were talking. Then we were like okay, if this people can do it then we can do it. There's people in here that have kids and have all these commitments and if anybody can do it we can do it.

Mark: Yeah. I mean that's a pretty powerful thing because every [Bootcamp](#) somebody closes a deal in real time that weekend. Scott Todd, have we ever been shut out?

Scott: No, I don't think we've ever been shutout from people not making sales at [Bootcamp](#). You know I think there's a lot of factors at play there one is you've got a lot of people in the room doing the business. Not a lot, you know, like less than you would have in other real estate conferences or meetings. However, there are people that are doing things, there are people taking action and just by the mere fact that they're taking action the sales are going to come.

Mark: Yeah absolutely. Evan what was it like for you especially given your academic background?

Evan: Yeah. So from the beginning it made sense to me. Especially right after the cruise I came back in August and I bought the [Toolkit](#) in September and yet we went to [Bootcamp](#) in October 2018 in Orlando and yeah just kind of really made sense to me and got me really excited. At the time I had recently got my real estate license probably about six months prior to that and I wasn't sure, also again, I needed direction. I wasn't sure whether I'd go down the traditional real estate agent route or whether it was the investing route and weekend before [Bootcamp](#) I went to... I won't name the name of it but another a conference for real estate agents and I don't know if I've ever felt more out of place in my life. I came back from that Sunday

just feeling really argh, just not excited and then the next weekend at [Bootcamp](#) a complete 180° difference. I was excited, I'd felt like I fit in immediately and yeah couldn't be more excited and I'm still am.

Mark: Yeah, and that's I can only imagine what that seminar was like. But you've got the [Toolkit](#), you've been to [Bootcamp](#) what was it that made you feel like I should really accelerate this and have Scott Todd take me up that land investing Mountain quickly, safely and efficiently into [Flight School](#)?

Evan: I think it was Chloe that really helped convince me, yeah I think it was Chloe. She has a little bit more disdain for her job than I do mine and she was ready to quit and go fulltime into it immediately and no better way than to learn from someone who's smarter and better than us and that's been through the mountain before.

Mark: So Chloe let's try to make Scott Todd blush. What was [Flight School](#) like for you?

Chloe: Stressful and amazing all at the same time.

Mark: Stressful and amazing all at the same time. Can you elaborate?

Chloe: Yeah. So we did it on a Saturday morning. So it was really nice for us to be able to set out two hours to like actually learn and then implement everything at the same time as everybody else. So it was really cool to see how other people are doing and how other people are doing things and how we were doing things because we had still been mailing by hand and being able to go to Lob and use LGPass was huge for us. So we got a lot of our time back and we to focus on the business a little bit more than we had and we bought our first property by like...

Evan: December about a year ago.

Chloe: Yeah, so during [Flight School](#).

Evan: Yeah.

Mark: During [Flight School](#). Okay and then kind of tell us what has happened from joining [Flight School](#) to today?

Evan: Cool. So let's see I bought our first property December 2018 and since then we've done just over 30 deals.

Mark: You've done over 30 deals and how many hours a week are you working in the business?

Evan: In the business about 5 at most 10.

Mark: 5 to 10 hours a week.

Evan: Yes.

Mark: Wow okay so tell us about your favorite deal.

Evan: Cool. We were actually talking about this just last night we each have two different deals. My favorite deal was I guess our third and fourth property we bought but we ended up selling them. Those were the first two sales we sold them to the same guy. We picked up two properties for \$900 each. So we were all in at \$1800 and we turned around and a few weeks later... oh yeah we also taught those two properties down in Honduras when I was an abroad class. So I was having Chloe on the other end over here like mail him the deed, get back in, record it on SimpliFile this is how you do it. So I was really excited to buy property in another country when I was teach a class down at Honduras in Copan and yeah came back from the abroad trip three weeks later and turned around and sold them for \$6000 total cash.

Chloe: And paid off [Flight School](#).

Evan: And paid off [Flight School](#) that's the last week of [Flight School](#). So we completely paid off [Flight School](#) and two properties.

Mark: Yeah that's a good one. Scott Todd everybody is always talking about how great [Flight School](#) is but we never reverse the question. What makes Evan and Chloe in your estimation you know successful coming into [Flight School](#)? Like why were they able to be more successful let's say than maybe somebody else in [Flight School](#)?

Scott: You know Mark I think it comes back down to one thing and that is the problem that they're trying to solve. You know like a lot of times you see, you just find people that are just comfortable in their situation and you know they go through it and they take the knowledge and they don't necessarily jump into action. It's the people that I see that have success in [Flight School](#) are the people that jump into action okay. It's the people that when you say mail they mail, it's the people that they don't go through the process and say well let me just buy a couple of properties they've moved the chips onto the table, it's all in. Like they've made the mental decision like we are doing this as opposed to let me buy a couple of properties and

let me see if I can sell them. There are no toes in the water with the people that really have the success. What they do is they jump in, they're going to do this, they're going to hit road blocks.

I mean no path is direct I don't care even if you go through [Flight School](#) you're going to hit road blocks. There's going to be things that you don't know, there's going to be moments when you think you've made a mistake and then all of a sudden you're going to be able to turn that back around and just keep ploughing through the road blocks, you know like that's it it's just that's where the mini bat came in. The mini bat came in because it's like man I'm going to hit a wall and then you've got to figure out like this wall is not the end it's just an obstacle. Get over it, get around it, go through it, whatever you have to do to keep moving and I know that like Chloe and Evan they had that same type of connection with [Flight School](#). They were in, they made the decision that this is the business that they were going to go into and they didn't like go half in on it.

Mark: Hour of commitment, burning those ships. So Chloe and Evan I'll start with you Chloe knowing what you know now is there anything that you would have done differently in the beginning?

Chloe: Probably go to [Flight School](#) right away if we could have, even a lot sooner.

Mark: You would have gone to [Flight School](#) right away. Evan how about you?

Evan: Yeah, just wish I had read *Rich Dad Poor Dad* earlier so I could have taken this deep dive into real estate a long time ago. So yeah I mean just mailing and marketing every single week. I mean we started just about as soon as we possibly could.

Mark: Yeah, you guys are super young. I mean you're like just starting. Evan, how young would you want to be getting into real estate?

Evan: I'm 30 right now and Chloe is 25. That would probably push us at Grad School when I was like 23-25 wish I had kind of gone into it when I was Chloe's...

Scott: See, they've got the Tate Litchfield syndrome. They are like Tate is like oh man he's living the dream, he's 30, he's living the dream now and you know Mark you and I when we were 30 you know like we were worrying about kids and that job to support the kids. Like you know at least they have a taste of like the real world unlike Tate. Tate worked like one half of a day

for the state of Nevada before he was like ah look this is not working out and he split. You know like at least they have a taste of the real world but come on 30, that's young.

Evan: Yeah, going to be in it for a while.

Mark: So what would you say is your favorite part of the business and your least favorite part of the business?

Evan: Oh man. I think my favorite part of the business is talking to people. I really enjoy working with the people that we buy property from and the people that we sell property to. Actually we just finished sending a bunch of Christmas cards to most of the people that we had done deals with this year, that we sold land to, to keep in touch with because we believe that we've had a lot of repeat buyers as well. So yeah, just working with people and I feel a lot of gratitude towards them obviously and they're rather appreciative of owner financing.

Mark: That's great and what part of this business makes you crazy?

Evan: Oh man. People that don't follow through and following back up with people so marketing yeah. Marketing is hands down, our least favorite. So we're working on outsourcing it right now actually.

Mark: Okay fantastic, fantastic and are you guys focused more on cash or terms?

Evan: We're doing both right now. Just because we started this business actually with \$5000 in order to buy more and more properties we need cash. So our first year strategy was to do more cash than owner financing terms deals so we did run the numbers yesterday. We did 75% cash, 25% terms, we just sold a bunch of notes so we've actually got some cash heavy now. We're now cash heavy now we're going to focus on doing more terms deals.

Mark: Fantastic and how is life different for both of you from when you first started to today?

Chloe: I'm a lot more hopeful because I've only been in the working world for like two and a half years but working at a desk has just never seemed great to me and I remember listening to Mimi talk one time on the drive home from work and I just started crying. I was like we're going to do it; we're going to make it work. I mean we just never gave ourselves the opportunity to fail. I remember one time asking Evan what do we do if we fail and he was like the only way we're going to fail is if we stop and we're

not going to stop. So I think that from this point last year there's so much more hope and I think we're a lot happier in our time freedom that we have even though we work still, but knowing that we're not going to have to work forever is nice.

Mark: Yeah, so you can see the pot of gold at that end of the rainbow.

Chloe: Even closer.

Mark: Only a year in. How about for you Evan?

Evan: I'd have to agree with her sense of hope and direction. I felt like I was a little directionless, I wasn't sure what I wanted to do. Now I know exactly what I want to do and I couldn't be happier doing it. I love this Land Geek community and I love working with Chloe and oh yeah we have fun.

Mark: You know it really is great and Chloe I have to tell you I'm starting to listen to my own podcast now just to become a better podcaster. Mimi does have that effect; like her story is so powerful and it's so inspirational especially for people with those big jobs whether they like them or not they definitely probably don't like that job more than their family and so to have this big why of having that choice of creating enough passive income where it exceeds your fixed expenses and you're working because you want to not because you have to can make a huge difference. Scott Todd, what are your thoughts?

Scott: I mean that's the thing. It's like well okay first of all Evan said he knew exactly what he wanted to do hopefully what he wants to do is be a passive income bum not like create another fulltime job for himself that's the first thought I had. I was like oh please tell me you're going that route.

The second thing is that it's amazing because I like what they said like what happens if we fail? Well the only reason we're going to fail is if we stop. See that's the thing is it doesn't matter what happens, it doesn't matter what roadblocks you have or setbacks you have it's really about just continuing on.

What I also want to point out is that they've been doing this for a year and he said that they've done 30 deals so far this year that's fantastic right. That's a great number and often times people they get hang up in the numbers like oh well I've done 30 and someone else has done 80. Well okay I guess I'm not good at this and I'm going to quit. You see like that's the thing everybody moves at their own pace and you know Mimi like if we were going to talk about Mimi.

So Mimi it took her about three years to replace her income. She did it slowly and methodically. There's no crime, no shame in that. Like there's no crime in what she did, she did it her way and there's other people that they just want to race to the finish line. Okay no problem you know you can go do what you need to do however it's really not about that race, it's really about look my overall goal is that I want to have the passive income to replace my position or job when I want to replace it. Like that's the whole thing it's control and when you have that passive income that's coming in every single month that's the one thing that it gives you is that it gives you control over your life. Like now all over sudden you can quit your job or you can keep working at it maybe now it's a lot more fun.

I always think like if I were to go back to my corporate gig having the income that I have now oh my gosh now it would be completely different because I wouldn't be as protective about what I say or the political aspects of the job I would be me and it would be completely opposite from anybody else who like needs their job. Like I wouldn't need the job; like here it is, here's the raw information that you want. I wouldn't hold back or try to be like PC about it. So I think that's really the cool thing is listen to what Evan said and Chloe is saying don't quit because if you quit well then that's how you're going to fail and then do the passive income on your own time horizon. You're not in the race against anybody but yourself.

Mark: I think I have a personal goal of having Chloe emailing me a video of her going to the job like the guy in *Office Space* was like fish guts and just throwing it on the wall and just saying what? Is there a problem here? I just felt like doing this.

Chloe: Maybe not fish guts but something else.

Evan: Yes, yes I could see you doing that.

Scott: Can you go and remove all of the parts from the cubicles so they all fall down. That would be great for that video.

Evan: Someone's got the case of the Mondays.

Mark: Oh my gosh that's great. So Chloe and Evan if you were going to give somebody some advice they might be skeptical, they might be worried, they may be unsure about which path to take away to I go straight to the [Toolkit](#), should I go straight to [Flight School](#), should I test this first. What advice would you give them?

Chloe: I would say not to over think it and I guess if you can only afford the [Toolkit](#) at least get the [Toolkit](#) and if you can afford [Flight School](#) then you should definitely do [Flight School](#). But I mean stop complaining I guess just do it stop overthinking. I mean Evan is the biggest over thinker I know and if he can do it and get over and stop overthinking then I think anybody can do it.

Mark: That's great. Evan how about you?

Evan: Yeah, I'd say just go full on into it. I really liked starting with the [Toolkit](#) and especially that it came with [Bootcamp](#) tickets and that's really what sold me especially on the community and just how realistic it is for exactly what I wanted to do and I'm sure a lot of people want to as well. Scott when you asked what I wanted to do well I want to be ambitiously lazy that was my favorite quote at [Bootcamp](#) be ambitiously lazy and so yeah. So you just jump into it and don't be afraid to take a deep dive because it will work out.

Mark: All right fantastic. Well Evan and Chloe you are inspirational. You're only a year into this, you paid for [Flight School](#) in your first two deals which is a great feeling to know that you've got that investment back out, you've got passive income coming in, you're working 5-10 hours a week. What is 2020 going to be for team Chloe and Evan?

Evan: Well right now we're at 2500 a month in passive income; we've made it our goal to get to 12,000 month in passive income by December 2020. Chloe wants to go yeah we're going to have Chloe quit her job maybe not do the fish guts maybe just break down some cubicles but she's going to jump full-time into the business and I will be shortly thereafter, maybe not 2020 but we shall see.

Mark: All right well we will be here to support you every step of the way. So now as is the Art of Passive Income tradition we're going to put you two 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. What have you got?

Evan: Well we each have a tip of the week. Mine I like to keep things simple my tip of the week is get an old fashioned piece of paper and pen. I've got a little notebook and Chloe and I spend 30 minutes each week every Sunday and we write down our goals for the week. On one side of the piece of paper we have our business goals and on the other side of the paper we have our life goals and I keep that piece of paper on me all week to work, at home

and it feels incredibly good to cross things off one thing at a time and it feels really satisfying to see just how one small thing can make a big difference and we've even taken it a step further and we do this quarterly as well. So our fridge we have one month at a time. So we've had October, November and December goals again on one side is life, the other side is work and we see it every time we go to the fridge we crossing one thing off.

Mark: I really like that tip, that reticular activation sequence when it's in your head it's you see it everywhere and it's so much easier to be focused on accomplishing it versus not writing it down and having it vague. Chloe what's your tip of the week?

Chloe: We're kind of going off of the same thing. A book that I read very shortly after we started this was *Miracle Morning* by Hal Elrod and that has like totally changed my life. He has always been a morning person and I don't really like to get up in the morning but we get up consistently now at 5:30 before we go to work and it gives us time to work out, talk to each other, figure stuff out and then go to work so that when we come home we can work on this business together and we move together instead of having other things that we need to focus on. So I cannot recommend that book enough.

Mark: Fantastic. Scott Todd the couple that works on passive income together stays together, would you agree?

Scott: Okay I'll go with that. I agree with that. Maybe we need some bumper stickers, huh?

Mark: Yeah, yeah. So Scott what's your tip of the week?

Scott: All right Mark so this is a book that I know that you've listened to. I am like going through it, I'm almost done with it and it's great, it's a great book. I think everybody should listen to it *Talking To Strangers* by Malcolm Gladwell and the things about this book is you think we all think that our messages are being received or communicated properly or worse yet we're able to understand people we're not. We don't understand people, our messages are not being connected to people read the book or listen to it you'll find out why and I think it will improve your communication as well.

Mark: I do love that audio book. I do recommend the audio. This is one of those books that the audio is far superior to reading and Scott you know I like to read both ways. I like to have the audio and the book and then listen to it on 2X and read it at the same time and immerse. This one I just

enjoyed listening to it. Malcolm Gladwell is just a phenomenal narrator; it's a great tip. So Evan you're shaking your head you've listened to it or read it?

Evan: Oh not yet, neither. I've just wrote it down and I'm really excited to jump into it. I've gone through 20 something books on Audible this year absolutely love it. I'm actually in the middle of the *Success Principles*. I love the The Land Geek reading list and so I've just been going through that and I always love the tips of the week when it comes to books. So I'm really excited to read this one.

Mark: Okay fantastic yeah that's a great one as well. My tip of the week is to learn more about Evan and Chloe go to ParadiseParcels.com and email them. Ask them about [Flight School](#), ask them a question that I didn't get to on the podcast and have them give you the inside scoop of what we like to refer to as the DHR method of Scott Todd's [Flight School](#) program and you know this patented method of getting success. So there you go.

I do want to remind everyone that the only way, the only way we're going have guests like Evan & Chloe, email Support@TheLandGeek.com we're going to send you for free our \$97 Passive Income Launch Kit as well as the new wholesaling course. If you want to make 2020 the best year of your life you want to follow in the footsteps of Evan and Chloe take massive action, don't hesitate. Get on a call with the Zen Master - Mike Zaino, the Nite Cap OG Scott Bossman learn about [Flight School](#) and the DHR method just go to TheLandGeek.com/Training. Evan and Chloe are we good? Scott Todd, are we good?

Scott: We're good Mark.

Mark: Are we doing this all together?

Scott: Let's go.

Mark: One, two, three.

Mark & Scott: Let freedom ring.

Mark: See Chloe it's way more awkward in person, isn't it?

Chloe: Yeah.

Mark: Yeah. All right well thanks guys, I really appreciate it. Your story is so inspirational and I am hoping that we can be at the nuptials in the year from now.

Evan: Yeah.

Chloe: Year and a half.

Mark: Yeah and a half from now.

Evan: You guys will be getting an invite to the wedding.

Mark: That's phenomenal. All right, thanks guys, congrats.

Evan: Thank you.

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