



THE LANDGEEK

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

Mark and Scott talk with: Tate Litchfield -

FrontierPropertiesUSA.com, Mike Zaino -

ThreeLandGuys.com, Mimi Schmidt -

PartNParcelProperties.com on The Land Geek Round Table

Transcript

Mark: Hey, it's Mark Podolsky the Land Geek with your favorite niche-y real estate website TheLandGeek.com and on this week's Roundtable, we get the usual suspects minus a few people, gone. We've got the 'Zen Master' breathe in the mailing breathe out the marketing, Mike Zaino. Mike, how are you?

Mike: Feeling very refreshed, feeling great.

Mark: Good to see you. Good to see. We have the most feared woman in the country the 'Terrorist Hunter' Mimi Schmidt. Mimi, how are you?

Mimi: I'm doing great getting ready for Thanksgiving.

Mark: Fantastic, fantastic. I love it when you call me big poppa, Tate Litchfield. Tate, how are you?

Tate: I'm fantastic. How are you, Mark?

Mark: I'm great. I'm great. Last but not least, you know him, you love him, Scott Todd, ScottTodd.net, LandModo.com, and if you're not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek. And learn anything about anything, InvestorNinjas.com. Scott Todd, welcome to Round Table.

Scott: [silent]

Mark: Wait, Scott, you're on mute there.

Scott: Thanks, Mark. Sorry, Mark, how's it going?

Mark: It's going well, it's going well. So you know the next few Round Table podcasts, I really want to kind of go into a deep dive in 30 minutes or less on scaling our businesses. The idea being we're kind of e-mything our business like we don't want to work in our business and add other jobs for ourselves. We want to work on our business. For those new people that have the Tool Kit maybe even Flight School, they're still in it. They're still learning it. They're getting their reps in. But eventually, they're going to want to work on it.

But I thought it'd be interesting to look at that juxtaposition of what life was like before and kind of tell those stories of how you started in the land business, how much time you're working in it and then piece by piece, what life looks like now that you're working on it. So 'Zen Master' Mike Zaino the idea being, you know, if today is Tuesday.

Mike: Right.

Mark: Is there any difference between Tuesday and Saturday for you, actively speaking?

Mike: No. Well, since I'm the only one that still has a J-O-B but that's because I do love what I do. It's combined with the fact our schedules are rotating 24 hours at a time so I never know what day it is there. With the land business, yeah, it really is no difference and I thought about this the other day because it was like I really don't know most of the time what day it is. I know that I have to be to work on certain rotations.

I show up and it's kind of funny because I'll say to people when we go on medical calls you know you have to establish if they're capable of making your own decisions, you know, "Okay, do you know where you are? What day is it?" Then they'll answer and I'll be like, I don't even know if they're

right. Like I don't even know what they mean. Like literally it's kind of embarrassing. Like are they right? Because I have no idea.

It is kind of an interesting feeling Mark. I do feel like sort every day is the same for me. I get up you know I do a little bit of things. I go over to the gym with my wife and the workout and then go and do the whole kind of sauna, jacuzzi thing and then go get some breakfast. Then come home and just see what's going on with the team in the land business. So, the day doesn't really matter to me, you know? It doesn't.

Mark: Yeah, so but to get to that point, if I'm listening to this, what was sort of your journey? I mean, how many hours a day where were you working in the beginning till now, now that you've scaled?

Mike: Oh, a lot more because in the beginning we really didn't have too many systems you know? There wasn't LG PASS, right? There wasn't Geek Pay all these things didn't exist. So we were very... I think all of us were very functional. Like we were really good at what we did but it was hard to scale. I remember listening to you talk about like the LG PASS. "Mike, this is incredible we literally collectively saved," and you had some crazy number of hours that you saved. I was like, "What? I need to see this. What is this? This software, what is this?"

It's amazing because I was basically like a day trader. You know, when I first started had 40 grand of debt, paid off in the first year. But it was like, paper in, paper out, paper in, paper out. I was like a stamp machine. But it was a lot of work but it was well worth it. It did what it was supposed to do. But yeah, it was a lot different back then Mark. We didn't have the ability to scale like we do now.

Mark: You know it, absolutely. Do you remember your first hire and what that was like?

Mike: Yeah, it was probably someone scrubbing a list and it was kind of you know? I mean this reminds me when you say that it reminds me of something that I saw Scott Todd doing at Bootcamp with peanut butter and jelly sandwich exercise. It was kind of like that. It was kind of hard because you get to describe what you want them to do and you overthink it. Then if you under think, yeah it was very difficult, you know, in the beginning.

Mark: Sure, sure. Mimi Schmidt How about you?

Mimi: You know I used to have this crazy schedule and I used to have really have to work to find time for the business. The priorities for what... the

activities I was doing were very putting out the fires or selling land and you know the step 'oh I have to sell it, oh I have to upload it into SignNow or I have to create the deed. It was always I was just putting out fires, right.

As I got more people working doing the work for me and got up on top of it, I was so much more relaxed. I'm so much more like the 1st and the 15th and look at the reporting and it's so insightful. Where I was chasing my tail and it was hard to tell what I was doing wrong because I was so in it. Now that I'm up on top of it now I can look down it's so much easier to see the things that I need to correct now that I have little time to look at those types of things or on it instead of in it.

My days of the week the only reason I know there's a different day of the week is because my daughter goes to school. When she was sick, she had mono last week, it felt like summer vacation. Because she was home I had no reason to get up. I think I'll just lie here for a little while. It was wonderful. Now my husband and I go on breakfast dates on Mondays. I went on a coffee date with two girlfriends yesterday at 10:00 and then met another girlfriend from lunch. I had a great Monday. But it could have been any day of the week really.

Mark: Yeah. So you're not sort of tied to a schedule anymore like you used to be?

Mimi: No, I set my schedule because I want to and I still like to do the business when my family is not around, you know, six, eight hours a day because I like to do it. But if I want to just not do it one day, because I want to go Christmas shopping then I do it. So once you pay them six bucks a week, you know? I just remind everybody it's very easy to find cheap labor to do so many of these things for you.

Mark: Do you remember that feeling of waking up in the morning and having it done?

Mimi: You know what I love? I love going into Trello now and they'll be a blue light for stuff like mailing intake, marketing and sales I have like four sections. There will be a blue light if there's a VA in there. I love going in there when there's like three or four of those lights on because everybody's working on my business but me.

Mark: Yeah it's amazing, right? To have that experience of okay this is no longer a job for myself. That job of scrubbing a list is gone and now I can use that time, you know, in really more productive ways. But eventually, once you scale it you're really just working on the business and managing

the team and your biggest really worry is do I have a date with my husband or do I see the girlfriends?

Mimi: Right.

Mark: It doesn't matter what day it is.

Mimi: Yeah. I try to be a servant leader to the VAs that I have. I try to get to their request quickly so that I'm not keeping them up, holding them back but otherwise yeah.

Mark: Yeah, amazing, amazing. How about you Tate?

Tate: Yeah. I mean, I pretty much echo what these guys say. You know I recognize certain days of the week based on if I have a podcast obligation or something like that. But the reality is I can do what I want. But it wasn't always that way, right? It started off as you had to prime the pump put a lot of work into it at first, a lot of work into hiring the right people and coming up with strategies and systems that made sense and documenting these processes.

Then over time, I started to kind of find myself going down the Reddit hole with Scott Todd and trying to kill time that I was spending normally on the land business because things were getting done: emails were being sent, people were getting contacted, ads were getting marketed, properties were being sold. It's like, whoa, I guess I'm just going to go inside and not do anything in my office today because there's nothing going on.

But I think it's important to realize that if you say, "I'm going to do this in six months," well, guess what? You're probably going to be disappointed. I don't think it's fair to put a deadline on yourself to say, I have to accomplish this. I want to be like Mimi in a year. Well, you know, it didn't take Mimi year, it took far longer than that and it took me far longer than that. It took everybody on this call far longer than that to live the life we want to now but make no mistake when we do work on our business it's very focused. It's very strategic and we're able to do high-level work because we have people that understand and share a common objective and goal as we do.

Mark: Yeah. Do you remember your first hire and what that was like?

Tate: Yeah. I want to say it was somebody to help me with my list. I don't recall what the price was. I know our current list, you know, our list VA makes a couple of bucks. I think \$3 an hour or something like. They work, you know, an hour a day or something like that for us. You know that was a

big deal when we got that person hired. It was a sense of, you know, expansion, I guess. It was like once you have that first VA hired and they start to do things for you without needing to be reminded daily, you all of a sudden realize that it's okay to focus on the next objective now and it's okay to relax a little on that task, but not entirely and you just keep steamrolling, right? You get the next person hired and trained and then you put out a bunch of fires and then you stress test your systems and then you start it over and over again. But that first VA it was a pretty glorious experience. I remember feeling just relieved.

Mark: Do you remember the hours like do you remember how many hours you were working in the business as opposed to like now how many hours you're working in it?

Tate: It was a lot. I wouldn't say it was you know 10 or 12 hours a day or anything like that but from five, six hours a day. Now, there are still days where I'll spend four or five hours working on the business not because I have to because I get carried away with some automation or a new tool or a Zap or something that I want to do. But if I didn't do it, guess what? It doesn't matter, right?

Mark: Right, yeah, I know it absolutely. I mean, you know, it's so funny because the Tim Ferriss sort of *4-Hour-Workweek*, he gets hazed a lot about that title, like oh you know who works four hours a week. His argument is the work that you're working on in those four hours are things that you don't like doing and he defines that as work.

I mean obviously, you know most people are working more than four hours a week. But if you define it that way on the things that you just have to do like you know you just don't like doing what you have to do. Like, let's pick on Scott Todd like accounting. Most people don't like the accounting aspect of it but you kind of have to do it in a way or whatever it is. What would you say is your true...? How many hours a week do you work in the business on things that you really don't like to do?

Tate: After all said and done an hour a day, so five, maybe?

Mark: Five hours a week?

Tate: I would say that's pretty fair. But I mean there's still some things that I have to do that I sit down I'm like, "I really don't want to do this." You know, sometimes reading reports, talking to people, those kinds of things, I hate doing that now. I guess the other takeaway is that the more VAs you get more automated your business comes, the more you realize how much

you didn't like doing certain things and the thought of having to do them again, you're like, never. I can't go backwards. So, I'd say an hour a day four or five hours a week.

Mark: How about you Mimi?

Mimi: I'd say I'm probably still at 10. There's a two-hour block every day that I don't particularly like.

Mark: What is that two hours on?

Mimi: I don't want to say what it is.

Mark: You don't want to say?

Mimi: No. I don't want to say what it is.

Mark: Can you give us a hint?

Mimi: Well yeah, it's working in my CRM. You know I still work with my sales assistant but it's like, okay, what am I, you know? Coming up with new and creative things to say sometimes is a struggle for me. The constant question that I have, how am I going to increase my sales? How am I going to increase my sales? I mean I think that's always going to be a part of my business. How am I going to increase my sales, right? I don't see myself as a natural salesperson so that that's the part that's difficult for me.

Mark: Okay, fair enough. Zen Master, how about you?

Mike: So you're asking how long we work in the business every day that really isn't pleasurable?

Mark: Yeah.

Mike: I don't hate any of it. There are things that you know? But I'm like Tate there's a solid hour every day. You know you have people working for you they need to be monitored. You need to have just kind of follow up with them and, you know, it's not the most pleasurable but I don't hate it, you know, if they're doing me a huge service. So, you know that's a tough word hate. I don't know. I can't say I hate it.

Mark: Dislike?

Mike: Dislike.

Mark: I'd rather not do it.

Mike: I'd rather be practicing Kung-Fu, yes.

Mark: Okay, so five hours. So you're like the five-hour workweek.

Mike: Yes.

Mark: So we've got a five hour work week, a 10-hour workweek and a five-hour workweek.

Mike: Yes.

Mark: Yeah. Okay. I mean no one...

Mark: Depending on the way you define it, yes, absolutely.

Mark: No one is shedding a tear for any of you yet.

Mike: Nobody.

Mark: Scott Todd, we got to go to the just the beginning with you as far as your story of you know when you start in the business and then what life looks like now for you?

Scott: I mean you know Mark when I started my business I had a full-time job and like anybody else, I was just struggling to do it all, right? You know like the first few months of it is ... Well, I mean, look, the reality is you're starting a business okay. So like you are starting a business and a lot of people don't understand what it takes to start a business. It's a big undertaking to start a business. You are going from being a worker at a job where a lot of this stuff gets done for you. I hate to say it, but like as a worker at a company, there are a lot of things that just get done.

I mean like, for example, like let's say that you're in sales, well, all you do is sell. Well, you don't do the accounting work, you don't do the marketing work and you don't do the back-office stuff or the operations piece. Your job is to sell. So when we were corporate employees, we had a job function, and that's what we know and that's what we do, right? Well, now all of a sudden, as you start your business, you have to like do it all now. There's no one that you could just hand off and say, "Okay, well, my job is sales. I'm only going to do the sales and everybody else is going to do everything else."

Well, you are everybody else in the beginning. So you got to do this stuff that's not any fun.

When I got going, you know like the first thing that I outsourced was my screen scraping because I was building a list. So I was screen scraping. I spent 21 days doing it and, you know, probably the first I don't know, maybe the first week, it was fun. After that, it was no fun anymore, right? Like, it wasn't any fun but you still did it because I was trying to get going and then, you know, so I outsourced that.

That was scary because even though I had hired people, one, it was never on my dime, okay? It was always on the company's dime, the people that I hired. Two, there's no class you've ever taken in the entire professional career that tells you how to outsource work to someone in another country. Like it's just weird, right? Like, it just feels weird and then, you know, you don't know the quality you're going to get there's a lot of unknowns. Then all of a sudden, you're trying to do all of these things and it's hard, right?

Mark: You know it absolutely, absolutely. It's not like flipping a switch where you just wake up one day and say, okay, every task of this business I'm going to hire a great person and they're going to do it and it's just going to be completely headache free. We all wish it were that simple and it's just not. It's really not. Like any business, like Scott said, there's a lot of moving parts. So, Scott, what's life like now that you did go through those steps of outsourcing each piece, automating each piece how many hours a week are you working now?

Scott: Well, I work ... I'm embarrassed to even say this. I work about two hours a week in my business, okay and that might be a stretch. You go through Flight School, I actually detail like what I do in my business. Yeah, two hours might be a stretch. I actually worked for about 30 minutes this morning, maybe 40 if I'm really being honest 30-40 minutes. Then I got some stuff done and the left. You know, it's weird because the days do blend together, right? Like, you know, it doesn't matter what day of the week it is. It's really, really just a blending. So, the only day that I'm absolutely obligated to do something is Tuesdays and that's when we do our podcast. Beyond that, every other day of the week is kind of open. You know, it's really cool because it allows you freedom that you never once thought that you would have.

So for example, like a week ago, I wasn't feeling well. I don't normally get sick, but I wasn't feeling well. Well, you know what? I took Friday, Monday, Tuesday, I kind of recovered. You know, I didn't have to call anybody. I didn't have to tell anybody anything, the money kept coming in and you

know I'm laying on the couch just you know, living life kind of slacking. But get the entire operation ran: we still bought property, we still sold properties, the ads still went out all of that stuff and I just sat there recuperating.

I was talking to my wife the other day, and I said, "Hey, you know, we've always wanted to go see this show, this Christmas time show." So I actually got tickets. It's actually on a Thursday in another city. We're just going to drive over there on a Thursday, right? Like, I didn't have to ask anybody for the day off. I'm just like, "Let's go." So she's like, "Let's go." So we got tickets. The only day basically could find the tickets were on that Thursday. So middle of the week, we're going to be off having fun.

Yesterday, for example, I woke up, hang around the house for a little bit, had lunch with my wife, and then I'm like, "Hey, you know what? I think I'm going to go out and just go fly a little bit." She's like, "Have fun." So next thing you know, I'm at the airport, taken off flying around for, I don't know about an hour and a half and didn't have to ask anybody, didn't have to take any time off from work, didn't tell anybody where I was going. So you get these freedoms that you just don't even realize that you have in life just because of the fact that your business, you created a business and the business will survive with or without you.

Mark: Yeah, it's so true and to me, that is the true definition of real wealth. So we all want to have our money problem solved. But ultimately, you want your time problem solved so that you have complete control of how you spend your time in your life. If Monday or Tuesday is the same day as Saturday or Sunday or Friday, that's an amazing feeling. I do remember that first time I got sick after I quit my investment banking job and this amazing just sense of relief that there was no one to call, there's no stress, I didn't have to deal with a manager or anything like that. It was just I could just be sick. There's so many little things now throughout the day that I can just check off and appreciate, no more traffic jams. You know Mimi you know, the commute is gone.

Mimi: but I spent 10 hours commuting at least longer. It was probably more like 15 hours commuting week.

Mark: 15 hours.

Mimi: Yeah, that's why I listened to all these podcasts.

Mark: Yeah, yeah. Scott Todd, how was your commute?

Scott: Mine wasn't too bad. Okay, mine wasn't too bad. Probably like 10-15 minutes, something like that. It wasn't that bad at all. I was living in a smaller town and everything so.

Mark: Right. But could you just be sick?

Mimi: No.

Scott: You know Sunday was the worst, right? Like Sunday afternoon preparing for Monday. Like you cannot enjoy your weekend when you know you only have like two days. Sunday is not enjoyable. The way I always put it is like do you remember the feeling of like summer vacation coming to an end for school and you having to go back to school and you really didn't want to go and you're like, "Okay, I'll do it but I rather just be off on summer vacation." It was that type of feeling every Sunday like every Sunday was like miserable.

Mimi: Yeah. So Saturday you ran errands to catch up dry cleaning, the groceries and then Sunday you dreaded going back.

Mark: Yeah.

Scott: How do you live like that? Like, yeah, I mean we all do. We all did. But like I mean, the thought of that it's like ... I'll tell you Mark the other. The other thing too is I was watching a TV show the other day and the main character was like jockeying for a new job, right? She was trying to get promoted, she was worried about her next career step, and she was worried about relocating. The career pressure was on her mind. The show ended and I looked at my wife and I'm like, "Man, I do not miss the days of like always worrying about like how long before I get promoted? Am I ever going to be promoted again? Is this the end? Is this as high as I go in my career?" Like that whole structure thing is ridiculous and it's so much better not even having to deal with that.

Mark: Oh, yeah. I remember talking to my brother in law and he was with a big bank and he was always like, "Are we going to survive this round of layoffs?" Like he literally had to worry about this once a year would he survive the layoff? Mike, what were you going to say?

Mike: Yeah, I was going to bring up just because these stories are so awesome and I just think that people need to understand also reiterate the fact that the deep work that got us to this point. So, it's like you always say, "it's simple but it's not easy". You're going to get kicked in the teeth in this business. It takes a lot of deep work and a lot of mistakes and recoveries

and commitment because a lot of people get stopped in this business. I think that it comes down to just it can be sort of an excuse when something strong comes up the blocks you and you don't push through it. You know, you have to not allow that to become an excuse.

I don't want to belittle anybody's issues that they will come up in the business but we all have these things that happen and we've all pushed through them. So we're here now because we push through that. So it's important to realize that if you're out there listening you're struggling that we've done that and it's the only reason we're having good results now is because we pushed through it and you can too so that's like the other side of it. I think that's all.

Tate: You got to climb a wall, man, right?

Mark: Yeah, you got to climb it. Yeah.

Scott: I'm sorry. Go ahead, Tate.

Tate: I was going to say if you know, Mike and I can do it, I mean anyone else can too, right? I mean this is not rocket science.

Mike: No, it's determination. It's like, I always tell you Mark, a blue-collar scrub firefighter shouldn't be doing so well. I'm an odd. But I just stuck to the program. I stuck to the recipe. I think you were going to ask you something, Scott.

Scott: I was just going to say like isn't that ultimately like the thing like people are going to do well at their own pace, right? Like how I define success is not necessarily how Mimi defines success, right? You know there is no success spectrum that says, oh, well, he did it in this amount of time, well, then that makes him successful. Well, how do you define success?

If you define success by building a passive income and getting the heck out of your day job, well, what does it matter how long it takes, right? Like it does not matter and should not matter. Unfortunately, I think that a lot of times people put artificial time horizons on their success and they go, "Well, okay, I'm going to try this for six months." Well, I can tell you in six months, you won't be successful.

Mark: Right.

Scott: Okay. Like end of story if that's your time horizon. I don't know what you're going to be successful in for six months but it's not this. But if you're

willing to continue to chisel away slowly and methodically at building the business that you want well then you can do it. It's just you have to do it. That's the difference. You have to just understand it's going to suck for a while. Mark you used to have a saying that will turn some people off but like, that same was true.

Mark: Embrace the suck.

Scott: Right? It's going to suck for a while.

Mark: That's from the SEALs. That's a military thing.

Scott: It's going to suck a little while but then it's going to get better.

Mark: Yeah absolutely. I think that if you haven't watched *Shawshank Redemption* in a while and you're struggling in some way in this business and you've got a job, watch *Shawshank Redemption*. Because I feel like we're all Tim Robbins in the sense of we've got our rock hammer and our rock hammer is you know the systems and the blueprint and all the education we provide and then we just start chipping away at it every day a little bit. We go out in the yard and we let go of our pieces every day it's just time and pressure, time and pressure. The next thing you know, you say enough is enough and you're free and you quit your job. I think it took him 19 years or something before he escaped prison? Like, you know, for me it took I want to say five years. Mimi, did it take you what three years? I think three years. Scott, how long did it take for you like really free?

Scott: For me? I would say, you know, that's the thing is like what I did was I got out of my day job but I had built a team up there to do it. Then, what I did was when I first had all this time, like, wow I'm free? Well, then all I did was I started chiseling away at more and more of it faster. So I used my newfound, I don't know 50-60 hours to like just knock it all down. Then all of a sudden, that will go a lot faster, right? Like, it's a lot like pushing a boulder down the mountain. First, it's slow because you got to go up the mountain. But then once it starts building, man, like you're not going to stop it. It's just going to keep going. So, I would say probably like less than two years and like I really haven't worked in probably, I don't know almost two years.

Mark: Yeah. I'm on a two-hour workweek. Mike Zaino how about you? How long do you think it took before you were like just completely free of the business?

Mike: Well, yeah, I'd say a few years. Because remember I paid the debt off in the first year but I wasn't free. I had enough to figure out how not to go

back into debt, how to keep this rolling so I mean, it was a process. But after a couple of years of that and then really embracing all the systems then things changed dramatically in terms of just my everyday life and how it's experienced.

So, yeah, but there was that struggle, right, that two years at least maybe even a little longer. I mean, a late bloomer, I guess. But you know what? It goes back to the story we love about Taichi. I asked my Taichi right. I always love this, "How long to get good at Taichi?" "10 years." I'm like, "Forget it. 10 years?" "Well, 10 years is coming either way," he said. "Either you're good at Taichi or you're not." I know we say it a lot of time but it's this business. Like Scott Todd said, you know, if it takes you two years, if it takes you five years, well, when that comes, it's going to be so gratifying and so worth it. So, you just can't stop. You have to push through.

Mark: Yeah, that pot of gold at the end of this it's hard to I think convey in two words. You almost have to experience that first day where you know like Mimi, like that first morning date with your spouse and it's not a vacation. You know you didn't have to plan it out. It was just I have this time now because I put in all this effort upfront and now I can work when I want, where I want, with whom I want and it's latte time baby. You know, I'll get to this when I want to and it's amazing. How about you Tate? How long do you think it took?

Tate: To get everything, I don't know. I mean my expenses were really low at first so I could get by living on you know crumbs and then as my family grew my expenses increased. But two years, two and a half years, I guess. I mean going pretty conservative there. I mean two and a half years to where I thought, okay, now we're not just paying the bills, we're actually making money and saving money and growing and net worth increasing and everything else like that. I guess that would be pretty fair. But I mean it never was about like a deadline, right? I looked at this business model from the moment I met you Mark and I said, "I get it. It makes sense to me. This is not too complicated to where I'm going to need a lot of credibility to get started." You know I was just a young kid and you and I, we connected and went for it, right? We went for broke and it worked.

But I think more than anything, it comes down to your ambition and your drive and whether you're working an hour a day on this business. I spoke with a couple of the other day and they said to me, "How much time do I need to really dedicate this business if we want to succeed?" I said, "Well, it depends on your definition of success, what your timeline is." I go, "But if you realistically commit an hour and a half to two hours a day on this, you can do this business." I think that's one thing that we're really good at

helping people with is maximizing the time they spend on their business. We're really good with helping them learn a task, outsource it, and never do it again.

Mark: Yeah, absolutely. So, if you are looking at 2020 and you want to set up yourself and your family for this real wealth of time and money, freedom, then you have an ethical obligation to learn more because today's podcast is sponsored by Flight School. Just go to TheLandGeek.com/Training, schedule a call with 'The Zen Master' Mike Zaino or the 'Nite Cap OG 'Dude Buddy' Scott Bossman and set up a strategic plan starting now on how you're going to systematically become completely free and utilize this business as a vehicle to live your best life be your best self.

All right, well, I thought this Round Table was very enlightening. We're going to continue on this theme, I think the next few weeks as we head into 2020. Because I do think it's one of those great topics unless, you know, someone comes up with a topic that you know they want to talk about. But I do think just systematically looking at a way of scaling your business to have this total freedom is going to be important over the next few months step by step as we discuss it and make it sort of really through our stories more of something that's not just this abstract concept but something that's tangible that you can really visualize for yourself. All right, so today's tip of the week, Mimi Schmidt, did you see what happened last week? No?

Mimi: No.

Mark: Well, we asked everybody to go on the Facebook group and beg you and Erik for the tip of the week, but I found the site. I'm going to give you a break this week. I thought it was really interesting. It's Tentrr.com and I'll put it in the chat here Tentrr.com. Has everybody seen this site?

Tate: Yes, I have. It's pretty cool.

Mark: How would you describe it, Tate?

Tate: It's almost like a land rental site for but I guess almost a mix of Airbnb. Like you put your property up there, somebody comes, they can camp on it and then this company provides everything you need or they need to have an enjoyable getaway on it. Does that make sense?

Mark: Absolutely. It's like Airbnb but with tents on your land.

Mimi: Wow.

Mark: You can share your land and you can become a camp keeper and earn annual income by hosting guests on your land and they provide the tents.

Mimi: Wow.

Mark: You just need to go out on your land and put a tent up. So, "Tentrr Signature lets you camp in style with no equipment required. While Tentrr Backcountry offers a classic camping experience if you do prefer to pitch your own tent. With Tentrr Partners, we offer curated glamping sites and State Park sites offer unique sites on state lands." It's really cool.

Mimi: Yeah.

Mark: What do you think Scott Todd?

Scott: I think it's pretty good. You just got to make sure that you know the laws about camping on your land, otherwise, you're going to get a visit from the code enforcement officer and that's not always a nice visit.

Mark: Yeah, absolutely. All right, Mike Zaino, you like this?

Mike: Yeah, I'm looking at right now there is places near me. I'm going to go do a Round Table from my tent.

Mark: There you go. Mimi, how about you?

Mimi: I think it's super cool and there's a lot of places where we sell land that are posted here. It's cool.

Mark: Yeah, yeah. I mean, there's New Mexico. There's Arizona. There's Texas. There's Colorado.

Mimi: Colorado. Yeah.

Mark: Nevada, Florida. Huh, pretty cool.

Mimi: Yeah.

Mark: It kind of opens up just your mind to like what other things you can do with your land besides just you know sell it. You know this is you know perfect for terms because while that person's paying off their note you still own it and you can add another you know revenue stream with I guess that person's permission to provide that camping outlet. It's not bad.

Mike: I pictured a guy from the Texas Chainsaw Massacre offering up his site for free camping, "Come on over. I've got a great tent."

Mark: Okay, now you just ruined the whole thing. Oh no.

Mike: "It's so wonderful honey isn't?" "Oh, did you hear a chainsaw?"

Mark: Safety would be an issue. But that's an issue anyway any time you camp, isn't it?

Tate: Yeah, I was going to say that's not like a new issue. I mean every time you go out into the wilderness you have to worry about the crazies and the wildlife. I mean not a concern for me.

Mark: Yeah, there's a great bit on YouTube, where Jim Gaffigan...You guys should do a YouTube search Jim Gaffigan Camping. He does like a five minute bit on it. He's like, "I'm what you would call indoorsy." He's like, "I never went camping with my parents because they loved me." Like it kind of just goes on and on and on about camping. What's interesting though is like they have like a study done on the most happy families. They all have these different characteristics, but the one thing all these happy families had in common were camping.

Mimi: Wow.

Mark: They all camped. Isn't that interesting? So there you go. There's your tip of the week. Well, I want to thank the listeners and hopefully, you're getting value from these podcasts and these Roundtables and give us some love. Subscribe, rate, review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com. We are going to send you for free the \$97 *Passive Income Launch Kit* course as well as the latest and greatest wholesaling course *How To Flip Your Land 30 days or Less And Double Your Money*. All right, are we ready to do this? All right, one, two, three, let ...

All: Freedom ring.

Mark: Not too bad. So, Mimi did you finish that Jack Ryan Netflix show?

Mimi: Yeah, two nights we were done in two nights

Tate: I loved it.

Mimi: You did too Tate? Oh, it was good.

Tate: Oh, it was so good. It was the only thing good about having like, you know, a bum leg at the time was I could binge watch that and just truly enjoy it. It was so good.

Mimi: Yeah.

Mark: I had no idea about Venezuela and their, rich mineral history.

Mimi: You had no idea?

Mark: No idea

Mimi: I feel so bad for the people to be so rich.

Mark: Yeah, yeah and it was all just mismanagement. I mean, literally government mismanagement. I think starting in was it the 80s or 90s. It wasn't the current ... I mean he's not doing them any favors either. But there's like a whole long history of they really just got rid of all the executives of their oil team and it just went down from there.

Mike: Is this a TV show? Because I'm depressed I can't find a new TV show. Nothing's grabbed my attention. Is this what you're talking about?

Mimi: Yeah Jack Ryan came out.

Mark: Jack Ryan on Amazon.

Mimi: Yeah.

Mike: Is that the show with the guy from 'The Office'?

Mimi: Yes.

Tate: Yes.

Mike: Saw it. Is that worth getting into?

Mimi: Yes, definitely.

Tate: Start with season one.

Mark: Start with season one.

Mimi: Yes. I mean you've got cities like Dubai who've taken that oil wealth and they had the greatest income per capita in the world. Just think Venezuela could be like that too but they've just managed it so poorly. I feel bad for the people.

Mark: Yeah, you know, absolutely. It's terrible, terrible. Speaking of gratitude, I was watching like, 'The Today Show' yesterday with my wife and they're showing like child labor, doing mineral excavation in Madagascar and they get paid like \$1 a day and it's back-breaking work. You know, I'm thinking about my family and you know it's literally just luck that we weren't born into this.

Mimi: Yeah.

Mark: You know luck, it's amazing. It's like mind-blowing to think about. So, if you're having a bad day, well, it's not that bad. You and your kids aren't working the mines in Madagascar for a buck a day

Mimi: It makes you feel better about those foreign VAs you're hiring that you're paying.

Mark: Oh, yeah, absolutely. They're living...

Tate: You really love it.

Mimi: You are improving life all over the world.

Mark: I mean, unbelievable. Yeah, we'll start talking about that and how much we pay and where and all that good stuff, for sure. All right, well, I can see on Tate's face it's like lunchtime for him. He kind of gets that that hungry look.

Tate: Yeah, it is lunchtime. It's 12:01 time to eat.

Mimi: Or the 5:00 o'clock shadow at 12: 01.

Tate: No. See, that's the problem like when you don't have anything really going on you're like "Shaving is painful. I'm not doing that today."

Scott: Oh, oh, shaving, Mark. Tate's not shaving.

Mimi: Not shaving.

Tate: I'm shaving.

Mimi: [00:44:59] [indiscernible].

Mike: I'm not impressed by that razor by the way.

Mark: Oh no, you didn't.

Scott: Is it the [00:45:03] [indiscernible] razor? I'm not either, Mark.

Mike: The black one. I got it, it sits up there on it's magnet holder and does nothing because it doesn't give me a close shave.

Mark: Okay, you guys are not doing it right. You got it put it on angle. Mike let's schedule a call, get on my calendar, we're going to go through a shaving tutorial. I just promise you it is so nice.

Tate: The one thing is nobody's complaining about the shaving cream.

Mike: That's stuff's the best. I put it on for no reason at all, just to hold and watch TV.

Scott: Mark, I have to agree that like that I've tried it every direction every way possible and I have gotten a shave but you know what? It's like it's not consistent and it like nicks me and I just went back to my double edge safety razor. So if you want my razor you can have it.

Mike: I get better shave off a cheap disposable.

Mark: Oh my gosh. You know, they were just on Shark Tank. They did a deal with Robert.

Scott: Yeah well, it's not that great. Robert got hosed.

Mike: I'm going to broadcast it in the Facebook group and we'll see what happens.

Mark: You know what? I'm going to do one too and I'm going to show you the difference. You got to put it on an angle, first of all. Scott you're pressing too hard. You're in like you let Gillette-ville. You got to get out of Gillette-ville. You're like your Grandfather.

Scott: Mark, a I have a safety razor, a double-sided safety razor you know the old school shaped safety razor and you have to hold it the same thing

and you just have to let it drift. I do that and it's fine. This Supply one, not a fan.

Mark: Maybe your razor is bad the actual cutting razor.

Scott: Are you sure?

Mike: They have like a towel heater. Does anybody do that? Maybe that would help.

Tate: I don't do that but that sounds good.

Mark: That sounds really good.

Mimi: That sounds good.

Scott: Do you put the shaving cream in a bowl and mix it or you just put it into the ...?

Mike: Back of a hand.

Tate: I use it in my hand.

Mark: Oh yeah, I just kind of put in my little thing and just yeah.

Scott: You put it in your hand?

Mark: Yeah.

Tate: Yeah.

Mike: The shaving cream is great. It's the razor that's the problem.

Tate: There's a new scent out.

Mimi: What is the scent?

Tate: I got to look it up real quick. Let me go great Amazon and see what it will list.

Mike: It goes a long way. A little dab of that stuff goes a lot of way.

Mark: For anyone listening to this bonus material, this is what happens when you have like an extraordinary amount of time on your hands. You get to try different razors and scents.

Mike: Is it too much shaving cream, is at the problem?

Scott: No. No.

Mark: I don't think so. I think it's the angle, the pressure and the expectation that oh, it's going to be like my Gillette that has five blades. You're doing it on a single blade, you go real easy, you've got to do it in an angle and then you wipe your face. You got to do it twice. You can't just do one pass.

Scott: With my other razor I shave twice too. I'm telling you there's something wrong with it. It's not that great, man. I got to give you a cheaper razor.

Mark: All right send it back. Get your money back.

Scott: I can't. I'm past the 100 days or whatever it's

Mike: I will tell you it's impressive in a full magnetic holder. People are impressed by it. Hey, look at that. You know that's nice.

Scott: It looks sharp as can be, man. It looks great.

Mark: I love the weight of it, the feel of it.

Scott: It feels good, just shave.

Mark: Oh my gosh. I can't believe it. Did I look like I had a bad shave at Bootcamp?

Mimi: No.

Mark: Yeah, thank you. No, no, very well.

Mike: Did you bring it on your travel? Can you travel with that safely?

Tate: No, no, you can't.

Mark: I can travel with it.

Scott: Well, so if you checked your bag you check the blades in the bag. But if you don't check your bag you got a blade situation.

Mike: You don't want a blade situation. It's a no-bueno.

Scott: I did that in Vegas, I had a blade situation, I actually had to go buy blades and I'm like, argh man.

Mike: It sounds scary when you say that Scott a blade situation. Like nobody loves a blade situation. I know that.

Scott: But Mike, I'll tell you what, though. Here's the secret though. Here's the secret. You get your blades and you mail them to the hotel in advance. Yeah, you're mailing your blades across the country. Okay? So that when you check-in, you feel good that you have a package or hopefully you have a package there, right? Because you're not spending like FedEx money to get it there because the blades are only a couple bucks anyway, 10 bucks. So you're not spending 20 bucks to get it there. So if you lose it, you lose it. But then you actually mail it back to yourself too. You just put it in the whole slot you send yourself a stamp

Mike: You bring the old fashioned device with no blades and you can check that on the carrier.

Scott: Yeah, that's right. Yeah, you can take this device by itself no blades on the plane then put it your luggage.

Mark: Interesting.

Mike: I like it.

Scott: But you're mailing yourself a little treat when you get there.

Mike: I will be mailing my blades to San Antonio.

Scott: Yeah, me too.

Mark: Oh yeah, we forgot to talk about San Antonio. We need to talk about that next week. Bootcamp is coming up faster than we know, January 10 through 12th TheLandGeek.com/Bootcamp.

Mike: That guy stirring up my drink he was so awesome in the bar, that old bar with the leather seats the walk-in, I get my whiskey, boom. He's so good. That's the best place.

Mark: The St. Anthony's so good.

Mike: You feel productive in that bar. You just feel productive. Like there's a deal happening right now, right here.

Mark: Yeah I know absolutely, absolutely. You know how like there's like apps now that simulate like you know background noise like a coffee shop. Like for Mike, it's like a bar. It's like a Boston bar and just you know like in the background you hear like a fight. You know?

Mike: I don't know if they have these. I don't know you ever go to the dump? You guys have a dump you can go if you want to have therapy and throw stuff away like if you want to throw a couch away or this away you can drive to the dump? Do you guys have one of those out there?

Mark: I mean we've dumps but I don't think people ... I think usually-

Tate: It's not like a recreational activity.

Mark: I wouldn't call it therapy.

Mike: No it is. Because you show up there and there's these contractors are all mean-looking, the people that run the place they are yelling at you, swearing and just trying to back up and put you and then you can take all your junk and you throw it in the big pile. It's therapy. You guys don't have that?

Mark: No.

Scott: I do enjoy that Mike because like where I go, you pull up, and like you're on top and the dumpsters are down below you and you're chunking it.

Mike: It's therapy.

Scott: It feels great man. It does feel great especially if you have like some electronics or something you're like slam it down there.

Mike: Smash.

Tate: I do that.

Mimi: That is funny.

Scott: But like wood or even a mattress, old furniture, man. My son had some like an old dresser. I take it out there. I'm like taking the drawers and I'm like smashing it first. It sounds like breaking and then sliding down into the dumpster. It's good, man. It's good.

Mike: You guys don't have that.

Scott: It's like one of those angry rooms.

Mark: Yeah, I think we need to do like a third room. So we've got the main room, we've got the VIP room, then we're going have the angry room and we'll just all donate our stuff and we'll just videotape Scott with like the safety glasses and a sledgehammer.

Mimi: Well, if we're having that third room then we got to have the fourth room be a 'Between Two Ferns'.

Mike: Oh, don't get me started. We should do the Round Table 'Between Two Ferns'.

Mimi: Can we do like the episode before Christmas? Can we do a 'Between Two Ferns' episode, A Fern for Christmas?

Mark: Yes. Oh my gosh.

Mike: Imagine if that's the first episode someone ever listens of us they'll be like, "These guys are jerks."

Mike: We just have to determine who's going to be the guest.

Scott: All right we just lost Tate. Tate's done.

Tate: Yeah, I'm done. I'm out. I'm out. I will see you guys.

Scott: I got to go to the dump, Mike.

Mark: I got start writing him questions for 'Between Two Ferns'. It says here Tate you just turned 16?

Mimi: It'll be great.

Scott: Tate does your wife make you wear bubble wrap now?

Tate: Me no, only when we leave the house.

Mike: We're relegated to the peloton only now?

Tate: No I'm just not allowed to leave the house anymore so.

Mimi: So good.

Mark: Yeah, I've got to go in for myself. "So Mark, I understand that you've sold you know 1000 audiobooks of *Dirt Rich*." Hear that? Hear that sound of silence? No one cares.

Mimi: It's perfect.

Mark: We are just we're just practicing here.

Mimi: Yeah.

Mark: We're just practicing.

Mimi: Yeah. We will tease that for the podcast.

Mark: Exactly. All right, well thanks, everybody. Tate, go enjoy your Indian, Thai or whatever exotic food you will be tackling.

Mimi: Grab a Taco.

Tate: Hindu. See you guys.

Mark: All right, Mike, enjoy the dump. See you guys. Mimi thanks for making us safer. Scott Todd I guess you probably on Zapier right now creating a new automation. All right, see you guys.

Mike: That isn't even Scott Todd. That's not even Scott Todd.

Mark: I know. It's just his hologram so he's so efficient.

Scott: I will let him know what you said.

Mark: Holographic Scott.

Mike: These are not the geeks you're looking for.

Mark: By the way, is it wrong to do any Star Wars reference without Bossman here?

Mimi: Yeah.

Mark: That bromance is going to have a little recorded night.

Mike: Only if we record it and send it to him to make him jealous.

Mark: Yeah, absolutely.

Mimi: He should have come. He should have come.

Mark: He's like the only one over 20 that's getting Disney Plus.

Scott: I got Disney plus, man.

Tate: I got it. I got it.

Mike: You got Disney Plus?

Scott: Yeah.

Mike: Star warriors

Scott: No, no, no for...

Mark: Which show?

Scott: Well, I did like the Imagineering one and the Jeff Goldblum one.

Mike: Lion King.

Scott: I also got it for free. That's the other thing too is I got it for free.

Mark: That doesn't count. If it's free it doesn't count.

Scott: But I would pay. \$70 a year man for all that content, I would pay.

Tate: Yeah, we bought it.

Scott: It is a no brainer.

Mark: You have to buy it. You got little kids Tate

Tate: I know. I mean, Mark, I was buying at least a DVD a month, right, digital DVD. So this is a no brainer.

Mimi: How many DVDs do I buy or rent a month? Yeah, \$70 is cheap.

Mark: Yeah.

Mike: A no-brainer.

Mark: I wonder if Aileen De Augustine would do like a song like based on Disney songs, you know, but Land Geek related. Can you feel the mail tonight?

Tate: All right, it's time. It's really time.

Mark: Now that is it.

Tate: That's it. That's it.

Scott: Mark, stop this thing, man. This is going too long. The pain is too much.

Mark: Bye, guys.

[End of Transcript]