



THE LANDGEEK

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

Today's Guest: [Kyle Stanley](#)

Transcript

Mark: Hey, it's Mark Podolsky the Land Geek with your favorite nichey real estate website www.TheLandGeek.com. I'm really excited for today's guest he has an amazing story and lots of wisdom that he is going to impart.

But I'd be remiss if I didn't properly introduce my cohost you know him, you love him the 'Professor', the 'Flight School Sherpa', the 'brain': Scott Todd from ScottTodd.net, LandModo.com. If you're not automating your Craigslist and your Facebook postings PostingsDomination.com/TheLandGeek and if you want to continually lifelong learn check out InvestorNinjas.com. Scott Todd, how are you?

Scott: Mark, I'm great. How are you?

Mark: I am fantastic. I finally got some better lighting in the office.

Scott: Yeah. I mean like you look good, you look strong and solid. You've got like this green thing behind you, not that anybody can see this because they're on audio but I can see. You've got a screen behind you so.

Mark: It's all good. I feel like a new man.

Scott: Yeah.

Mark: I just want to let the listeners know that today's podcast is sponsored by GeekPay.io and Flight School. So, if you want to start automating collecting money check out GeekPay.io. If you even want to know how to make passive income without renters, rehabs, renovations or rodents learn from the best in real time because look, the best way to learn is do and that's what we do over 14 of Flight School with Scott Todd leading you up that mountain of land investing. To learn more schedule a call with our team, see if its right for you just go to TheLandGeek.com/Training.

Today's guest is Kyle Stanley and his bio is so cool and his story is so incredible that me doing it won't even do it justice. So Kyle Stanley, welcome and please introduce yourself to the Art of Passive Income listeners.

Kyle: Well, hey, Mark and Scott, I'm excited to be on the show. Mark, I was excited to have you on my show on Fearless Flipping, I'm going to be airing that here in a little bit but especially, learning about land. I mean that was awesome, that was like just my shiny object syndrome was just on full alert that day.

But yeah, I mean essentially there, Mark, I'm 32 years old and I've had a lot of different careers. I started out right out of college as a sports anchor in a little town called Grand Junction, Colorado where I thought I was going to be the next ESPN guy. I'm a huge Cubs fan, I thought I was going to be like play-by-play for the Cubs, like I just I was all about the sports world and getting into it just found it to be not as fulfilling as I thought. I found out early on I didn't like taking orders from people and I wanted to help others.

So, I wasn't able to do either of those in the news and so started my own business, moved it to Arizona where I know you reside. I loved, loved, loved Arizona but in 2016 my dad was diagnosed with bone cancer and I just felt called that I needed to be back in my hometown of Fresno, California and along that lines I went full-time into the health and wellness industry and a direct sales company. Really, the first time right around then that I had heard about the idea of passive income and you know making money while you sleep. I always thought exchanging time for dollars was really the only way and the best part about that is that you would just, you know you're either an employee or employer and I then when passive income came I way I was like, man this is the ticket.

When my dad got really sick this last September and went on to at home hospice in 2018 September then, I just really did a lot of self-reflecting and started listening to a lot of podcasts, put down business for a while. It was

one of those moments in my life that I just really looked to God to for some answers and figured out I was on the right track but I wasn't doing what I was born to do. So, when I started hearing guys like Grant Cardone, talk about how they built their wealth in real estate I was like, hey I got to get in this apartment game and then, when I looked at how much apartments cost I was like hey, I can't afford this apartment game.

So, I just started doing a lot of research, came across a little company called Fortune Builders. The head of Fortune Builders is from Fresno where I'm from saw they were going to be in town, went to a seminar and I mean it was just game over from there. I saw the opportunity in flipping and just all these exit strategies in real estate that I had no idea about and I have been doing this now since January 6 of this year. I'm on my third deal right now and I've also sold my primary residence to buy two Airbnb's, and I'm about to open up my third Airbnb here in about a week. So, I'm all about real estate man and I'm excited to be on the show.

Mark: Wow. So, you had just this big aha moment learning about real estate at a real estate seminar. Can you kind of give us like your three biggest aha moments?

Kyle: Three biggest. Well, I'll say this I went in arms crossed knowing that there was going to be a sale and expecting it to be a big sale because it's three days. It was like 220 people there, it only cost \$200 in the room and I'm looking around at all the employees I'm like, okay they need a big sale from a few people to really make this worth it. So crossed my arms, really just was there to take notes and learn.

The first thing I would say is that my first aha moment was, they were talking about flipping and I always had in my mind I had to be the one with the hammer in order to make the money. I thought that that's where the profit was made by actually doing the work and taking out the labor and paying someone else for the labor. When this guy stood up there his name is Ryan Carmody, he's actually been on my show, he's made just recently a \$276,000 on a flip without touching a hammer and shared that I was like okay, first aha moment.

Second aha moments I would say was wholesaling. I had no idea what wholesaling was and to learn about this idea that you could take a contract and just sign that contract and never put down any money or have to even own the house in order to make upwards of someone made six figures on a wholesale that was a big one. The third one is, I heard it on the third day. I'm really good at saying yes I'm not very good at saying no to a lot of things so, I tend to overload my plate. So I actually, brought the person who

knows me the best into the room my mom and said, Mom, tell me that I'm crazy, tell me that I shouldn't do this and after a couple hours there she said you'd be crazy if you didn't do this and so, that was all I needed to jump in. I put down a lot of money and I started getting into work. Skin in the game was definitely a motivator.

Mark: Nice. Scott Todd?

Scott: Can you send me a check for \$1000? Based on your inability to say no like say yes, come on. No, I'm just kidding. Look, I mean, I think it's pretty cool story. I think what is standing out at me Mark, like glaring out at me is just the action. Like he had this aha moment and like nothing was going to stop him and I think that's a big key to change and to getting things done.

As if you just wake up one day and you go like, Oh I think I want to do this, this is kind of cool to go do. Probably not going to pan out but if you go in there and you're like, you have some even and it could be real or fake but life some burning desire to make some change in your life man, you're going to be unstoppable and I think that's what we see here with Kyle. It's that he had this event and then all of a sudden like this is how, this is happening and this is happening. Stuff is starting to happen and he's doing like what he's done in 8 months is pretty dang incredible I think.

Mark: Yeah. Absolutely, and Kyle I'd love to know you and dig a little bit deeper into just this, these insights of your big why. I mean, you kind of just gave us high-level like this realization of getting out what I call solo-economic dependency which means, if you're personally not working you're not making and realizing that true freedom comes from passive income, making money in your sleep so that you can have the freedom to work when you want, with whom you want, where you want.

Looking at you right now it looks like you've got that, you have your own podcast, it's appears to me you don't have a day job and you're kind of doing that now. So, my question really is what was sort of the impetus for you that gave you that insight and then what really pushed you through the fear of taking what Scott Todd is referring to as especially massive action?

Kyle: Sure, I liked how you dropped the word fear in there with the fearless flipping here. So you know, I don't know if this answers your question here Mark and tell me if it doesn't, but you know my big thing was one part I left out of that story is I jumped in with Fortune Builders on January 6. January 7, I was starting a brand-new full-time job, brand-new. So like, that's how

for sure I was about this real estate thing and then just recently about two weeks ago I quit that full-time job and really the reason being is I...

Mark: So that everybody knows we're recording this in August, so that's eight months.

Kyle: Exactly, yeah. So really, I was pushed to just get out of my comfort zone and to leave the full-time job even though you know I would say that I'm at a point in my real estate game then I'm definitely like most people wouldn't have let their full-time job. But I had an interview with one my guest his name is Matt Garabedian, he does like 150 wholesale jobs or deals every single year and he was like, man I just burned the boats. Like I just, there was no plan B and he was just saying if there's a Plan B you just you always go back that safety net and I was like, Man, I'm totally doing that. Like I need to get out of the safety net.

So I guess, I don't know if that really answers your question, but that kind of is the first thing that came to mind because I just needed to get out of my safety net and because of that, just taking massive actions because I know there is no plan B.

Mark: Yeah. I mean, do you think that your father's recent passing was something that really helped you galvanize and face the fear that, hey you know we're here for like a blink of an eye. So, while we're here we might as well live our best life and clearly whatever I'm doing right now isn't that.

Kyle: Yeah, I mean hundred percent. My dad was an entrepreneur. He was, if you ever read the E-Myth he was more of the technician and manager for most of his life. So, that's probably why I never understood the passive income side of things until I got into my mid-20s, but yeah. I mean my dad struggled for a long time and he was also one of those guys that he tried a lot of different careers in his life too and he was 44 when he started his own business.

I don't know if you've ever heard of the business Jostens, but he's a competitor of Jostens out here in Fresno. Kicked Jostens out of 60 different schools here. So, it's kind of his claim to fame, but you know he also was one of those guys that fought for his family and he was always protecting us and he was stubborn as hell. So, that was also a part of you just how good a fighter he was. I mean, the guy should have been dead 20 different times and lived to be 85 and older and so anyway, I just found myself, yeah, for sure.

I mean just reflecting and seeing the life that he lived and he really did touch a lot of lives and that was always something that I just wanted to do. I wanted to touch a lot of lives and I never... I guess that would be another aha moment that I had at that real estate seminar. I didn't realize how many people you actually help in this process of buying and selling or renting out a home: all the people you put to work, all the tenants that you help out, all the sellers that are struggling and I just saw an opportunity to help a lot of people just like my dad had. I mean, I think especially, the protective mindset like, I'm leaving with my mom right now just because of you know the transition, it's the first time she's ever been alone for 40 years and she's been doing really good, but that protective and wanting to help others and be that guy for the people who are closest you definitely took over.

Mark: Yeah, I mean it's such a cliché but really, that having that purpose above and beyond yourself and helping others is so much more gratifying and meaningful than just making a bunch of money for yourself so you can buy toys and go on vacations and you know kind of feed the ego.

Kyle: Absolutely. Exactly.

Mark: Scott Todd, you don't know, I don't really talk enough about your sort of accomplishments and your story. Like, it's always nice to go back to it and just so that Kyle knows, I'll just do a quick synopsis. Scott was working at a Fortune 300 company; saw the writing on the wall, vice president and using our land investing model was able to replace his income in 17 months and three days. So that when the time occurred, he protected his family and he could quit and then from there he has now built a passive income where his net worth is I mean into the nine figures.

So we don't talk about it enough, but if we rewind that and we sort of extract Scott, your success secrets. I want to kind of just go back because we're talking about dad's. What do you think you learned the most valuable lesson from your dad that you can look back and say, well, because of this I can see why I'm so successful today?

Scott: You know, I think that what my dad taught me like, so my dad was a marine. You know like, he was a Marine and then what happened was he used his skills that he learned in the Marines to build this like slight rock-solid work ethic. So, like my dad basically, you know like when I was born he was working for the telephone company. I think he was actually working for an auto parts company, but then he got a job at a telephone company like right around the same time I was born and then he worked his way up.

He started at alignment, he was climbing the poles, he continued to always educate himself, always trying to get better.

You learn a lot from your parents but the one thing that he did definitely teach me was like listen, if you're going to do something do it to the best of your ability. Like you don't have to like always have to win but like man, show up. Like if you're going to go in, go in and be the best, be the best that you can be and if you can't be the best, it's okay. Like if you're not the best in general, it's okay as long as you show up and deliver your game the best that you can be and do, that's it.

Like do that stuff and so then, I think where that carry's you is it builds in this work ethic that just says like, I'm always going to be learning, that's what my dad did. Like he always was learning, he was always trying to get better, he was always trying to teach himself new things or go into classes and getting certified for things, that's what he was doing. So he was teaching himself. He is like a self-motivated guy and so essentially, you know, I picked up that skill set.

I think that's what kind of gets me into the corporate world, it's okay I'm going to go and I'm going to be the best I can be in this position. I had a boss once that told me and it kind of builds on top of this. But I had a boss who once told me like you know, if you want to get promoted in corporate America well, all you've got to do is be 1% better than anybody else doing that job, just 1% better. He's like if you scored 1% more than anybody else and did it in a very strategic way that bam you delivered value you're going to get noticed and so now, you build on top of the work of ethic thing that I learned from my dad boom, now all of a sudden I'm like I always want to be just 1% better, just 1.

So, if somebody is going to do something like they're going to deliver 1000 from the value I'm going to deliver 1001 worth of value, okay. So then, all of a sudden this starts to build and it allows you to grow within the company. I think that, that kind of work ethic, got me even to where I am today because if I'm going to go do the land business I'm going to learn it, I'm going to embrace it, I'm going to kind of immerse myself in it and then I'm going to go boom and I'm going to do the best that I could do at it. Whether I'm number one or not it doesn't matter as long as I'm bringing my best game every time.

Kyle: You know Scott, it's funny that you said that because the number one thing that my dad always instilled in me was, if there's any job worth doing it's worth doing it right, and I remember very specifically like a few times he would have me do yard work. We had this like beautiful backyard and he

would always do the yard work himself but then he would have me clean up the leaves and if there's like even one layer of leaves out there on the gravel he's like, "Is that the best you can do?" And I would put my head down and go back out there and no, that's not the best I can do. So, I know what you're talking there that's awesome.

Scott: Right.

Mark: There's a theme in the story from Henry Kissinger, where his speechwriter would turn in a speech and Henry Kissinger would look at them and say is this the best you can do? And the speechwriter would then be like oh okay, let me just bring it back and he would rewrite it again. He would give it to Henry Kissinger again and he would look at them and he's like is this is the best you can do? The speechwriter would be like mm. All right then, he would then rewrite it again, give it to him again and again he would say, is this really the best you can do?

And the whole time the speechwriter is realizing that he's not even reading it. He's assuming that he doesn't like it, he's just really asking them to reflect, is this really the best you can do and then he's like, yeah this really is my very best, but it did take two or three times to really be honest with himself and say okay, now this is really the best I can. Steve Jobs was famous for doing that with developers as well with their code.

I can say as far as like my dad is concerned I feel like, Kyle, like you and I have a lot in common. My dad was an entrepreneurial but also the technician side of it. So, I saw a guy with a tremendous work ethic: up early, home late, come home do more work and you know but also made time for his kids. Like he's coached all my sporting events, never missed an event on the weekends but super focused during the week on working super hard. For me, it was he instilled this work ethic but also instilled this cautionary tale that I don't want to be the person that's tied to business. I want to be totally free to work when I want, where I want and with whom I want and have this passive income. My dad really never built that.

So Kyle, we'll talk about fear because the name of your podcast is Fearless Flipping. I can imagine that you've gone through just the full range of fears. Can you kind of walk us through your three biggest fears starting the land flipping business all the way up to quitting your job?

Kyle: So, you're talking about just in starting in real estate, got it. Yeah the first one was really like excuse my French, but oh shit, I'm doing this. You know like, holy cow, I just dropped a lot of money. What if this doesn't work? And that was my first fear. My second fear was then when I got my

first deal under contract and just like what's next? What do I do? And then, men third probably it might be just going all in and saying okay, I'm going to burn the bridges, burn the boats and just quit the job.

But what I can say is that the reason I've been able to overcome that fear, I have a desire to be the best, I have a desire to work harder than anyone, but that's not why I've been able to get over the fear, it helps. But the biggest reason is I have not been afraid to seek counsel. Like, I believe that if you want to get where you want to go it's dumb to think that you can figure that out on your own. You've got to ask people that have been there, that have done that, the reason that they are going to help you or the reason that you want their help it's because you want to make sure you avoid the mistakes that they made, or if you hear about these things that they've done and it's been successful you want to mimic that.

You want to do it the same way and people keep saying you know, hey, don't reinvent the wheel. The wheel has been getting reinvented ever since it was made. So, like there's always going to be ways that you can make systems better. Like one thing that I really brought to one of my mentors here and a few different mentors actually is this concept of Airbnb. People are like Airbnb in Fresno? I started it in Scottsdale when I lived there and like duh, of course people want to go to Scottsdale, but when I moved back to Fresno I was like well there goes Airbnb and just for some laughs, I was like let's just throw in Airbnb and see what happens and guys are like, I get booked probably about 20 to 25 nights per month here in Fresno, California of all places, and to show my mentor and to bring that value to them, that's what I believe has also like kind helped those relationships build.

So, I have more mentors around me is that I've added value to other people. By starting this podcast, it's made me different, it's added value to those people too; they've gotten more traction in their business. So, just try it. I guess the roundabout there is having counsel but also like bringing back value to them too so that it's not just take, take, take type of relationship.

Mark: I love it. Scott Todd, what are your thoughts?

Scott: Well, I think that that's like, I personally think that and Kyle has mentioned this a couple of times but I think that this one thing that I think people forget or take for granted sometimes is that, no real value exchanges in the world unless people get benefit from it. So, you know essentially like what he was just saying he's helped other people, like he's helping his mentors, he's helping these other people by adding value. He's adding value to their lives as well and you can do that in different ways and it's the same thing with buying properties too.

When you're buying properties, we think of it like oh well, I'm taking this from somebody. You're not taking anything from anybody, that would be called robbery. Like you can't take someone's property from them, however you can sure as heck solve problems that they have and if you solve the problem, you get good enough at solving problems well then, the money is going to float to you. You know ultimately where the money come is from being a professional problem solver and helping people.

Now, you can do that even through the Airbnb platform. You know like, you can provide a rental basically, that allows other people to benefit from the assets that you own. So again you're helping people, you're helping people to create a lifestyle, you're helping people to create a memory. Value creation comes from helping people and there's many different ways that you can do it. So, you don't ever think that you're stealing from somebody, you're taking from somebody. I mean there are people out there that do that, we know some people but at the same time most people try to add value to their relationships and I think that's one of the things that I take away from what Kyle was saying here, too.

Mark: Yeah. I can imagine that, that first big check that you had to write for your education and mentorship. How did you get over that? Because if you go online, let's just pick on Bigger Pockets you know they would say look at all the information you need is free. There's really no reason to invest 40000, 50000, 60000, 70000 to 100000 on mentorship everything you need is here for nine bucks a month. So, how did you sort of get over that sort of fear of wait, am I overpaying for education, am I being irresponsible here? Can I just you know read a few blog posts and start doing this? How did you get over that?

Kyle: Yeah, I hear Brandon talk about that a lot on Bigger Pockets, like you know that a lot of these companies are taking money. I'll say this, the one that I chose with Fortune Builders was delivered on every single promise that they made and even gone above and beyond.

So, I don't regret it at all but it's funny Mark, because this mentor that I have locally, I called him. I got introduced to him through a contractor that I ended up using and I called him like one or two weeks after I signed up for Fortune Builders and he straight up said, "Can you get a refund?" I said why do you ask? He's like because I will teach you this for free and you know my initial gut reaction was like what did I just do? I just spent like all this money that I could've been using for marketing.

But then, when I took a second I was like no, like the reason I've been inaction so much it's because I have this like loss that I need to go fill that back in. I need to get all that money back and I truly believed that's why I had my first deal under contract just five weeks after joining Fortune Builders because I was putting in 3 to 5 offers a week on the MLS and building relationships and continuing to just like, I got to find that first deal and so for me, yeah it was initial fear but I did not let the fear paralyze me. I let the fear drive me.

You know they say that fear will push you until vision pulls you. I'm still at that point where like some of the fear is like it's pushing me but I'm getting to that point too where it's like, I'm starting to see that vision. Like, I just interviewed a guy recently who he's now like part of the life he lives is like now part of my why. He has a luxury mobile home where he picks up and takes his wife and six-month-old daughter wherever they want to go for two months at a time, like literally on a couple days' notice. I'm like man, that's the life, like that's the vision that I can see it's just like having that freedom to just go do whatever I want, whenever I want.

Mark: Very cool. I love the fact that you can see right away the value of having skin in the game. I can't tell you how many emails I get a week asking me for free mentorship or in exchange I'll do this or that. I'm like you know if we were going to partner in a business, would you want to partner with me if I was putting no money in? They are like no of course not, you're not going to work as hard and it's true and I think that oftentimes we lose per like site of the true investment of it.

So, for example my son's going off to college next week and we're investing all this money in University. The professors have really literally no real-world experience. He's going to get intellectual knowledge. I mean, this investment is like the worst investment of all time. That being said, it's a good foundation and it's a credential to society and it's going to help him and there's a lot of social reasons to do it, but from a purely education standpoint, I'm fully aware he's truly going to come out of this with nothing that's really going to help him build your wealth.

Versus, if I went to Scott Todd and I said here like, I would at this point in time if Scott Todd said I want to teach you everything, I'm going to teach you like I know how to build a nine figure net worth, I'd be like here's a \$1 million no problem. I'll go into debt; I'd do whatever it takes but just tell me exactly what to do, I'll do it. Like be my Mr. Miyagi you say wax on, I'll wax on - you say wax off, I'll wax off, no questions asked and just this blind faith like look if he can do it I can do it, you do it I just have to do it.

Kyle: Yeah, and that's the life and the society that we're going to is a self-education even more so away from college. I just interviewed Tim Bratz the other day and Tim said you know like at the age of 23 he was trying to get his first deal by reading about it in books. He is like can you learn to swim by reading about in books. No, you can't you have to get out there and do it and like even I've found that with everything that I've done in life no matter what is.

Probably the biggest example is when I was in college I wanted to be the sports anchor play-by-play guy for the Cubs, like I knew that I wasn't going to learn about how to work a camera by reading about in the book. I had to go out there and I had to get an internship, I worked for the Padres, I did all this stuff, the like really got me ingrained with professionals to learn from them. It was funny and not to knock on my college but you know they email me every once in a while saying like, hey, can you do this survey saying how we helped you get into your career and I'm like yeah, you just introduced me to the right internships. So, it's just I don't know. I just think that there's no better way to learn than to do, make mistakes and once again once you make those mistakes don't let the fear paralyze you. Let it drive you until that vision pulls you.

Mark: I love it. Kyle, we're at that point now on the podcast where we're going to 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?

Kyle: Yeah, you just go to FearlessFlipping.com right there on the homepage you can download my free ultimate guide to becoming a real estate investor. I'd also like to throw out there for your Land Geek listeners if you go ahead and email me. So, just go to FearlessFlipping.com, go to that contact page and for the subject just put Land Geek or hey, I listened to you on Mark and Scott's podcast, whatever it is I would be happy to jump on the phone for free 15 minute consultation just to share my knowledge, share what I've done here in the beginning of my business.

But I guess, for the biggest like tip here just stay in your lane. That was the biggest advice that I got when I first started from a friend my name Ballantine Pitts, he's been doing real estate for five years, never lost a single dollar on any real estate deal and he says it's just all about staying in his lane which is flipping and buying-and-holds. So, you find those one or two exit strategies and if it is land for you like that's got to be your one or two because if you start trying to get into those other lanes and stay in there for a little bit then you're just going to find that main lane that you're in you're not going to get anywhere. So, I would just say stay in that main lane and

when you see that opportunity to put on your blinker and go over there but you just come right back into that main lane that you were driving on because that's what's going to help keep you focused and drive you towards those deals that you want to get.

Mark: I love it. Scott Todd, what's your tip of the week?

Scott: Mark, you know, I've been flying for a couple of years now and it's a lot of fun and my tip is not to go fly. My tip is really something that is very practical go like whatever you do it's so easy to get obsessed with if you're like me to get obsessed with things like land investing or flipping or whatever you want to do. The problem with doing that is when you start to consume like let that consume you is you start to read everything, you start to like spend a lot of time on Facebook and all these chart groups and whatever which is all cool, it's how you learn.

However, go grab your hobby whatever it is, don't lose sight of the hobby something to keep you like outside of business and then like read things in your hobby. Like, become like that proficient student at your hobby and what you will find a lot of times is that, the knowledge that you have from your hobby translates over into your business where all of a sudden you're like oh, I can see how this applies to here whether it's: golf, boating, flying. Whatever it is I guarantee you that if you take something from one of the hobbies or interests that you have and apply it back to your business it will transform but sometimes you've got to get out of that business mindset. Stop reading all the business books, start reading your hobby books and then all of a sudden you'll get great ideas that feedback over to the business side. So, it's more of a practical tip to make sure that you're doing as opposed to here go take action on this one thing.

Mark: Fantastic. Well, my tip of the week is a quote that I've really been thinking about and I think for a lot of people it could sort of be this like Kyle Stanley aha moment, and it's that you can't penny pinch your way to wealth. When you really think about it, all these great companies; like let's just say Jeff Bezos, for years and years and years this guy poured every single dollar back into the business. Kyle's a great example, he faced the fear of okay, I have got a choice here am I going to invest in myself and to become truly wealthy, which means true freedom and not have to be at a job at a certain time and wear a suit or whatever it is, avoid the commute or am I just going into try to figure out this stuff out on my own and end up maybe losing more money than he would've in the process just because of timing mistakes.

So, I think that it's an interesting concept that you really have to embrace that you can't penny pinch your way to wealth. You need to invest in yourself, you need to invest in tools, you need to keep reinvesting in education and all these things that can compound and get you to where you truly want to be. That being said, if you want penny pinch your way to sustenance you absolutely can. We can all live on beans and rice, we can all get a tiny home and nothing wrong with that, save 75-80% of your income but I truly don't think that even that's still not going to get you to your wealth. You're still not going to be able to work when you want, where you want, with whom you want at least not at a productive age maybe you'd be like in your 80s and be like okay, I deprived myself for all these years and now I can golf with a bad back. So, that's my tip.

Then also just check out Kyle; go to FearlessFlipping.com he has given a very generous offer there. Take advantage of it and Kyle thanks so much for spending time with us.

Kyle: Hey Mark, Scott, you guys have been awesome, love your stuff. I'm really excited to be on the show. Thank you so much.

Mark: Thank you. Scott Todd, are we good?

Scott: We're good, Mark.

Mark: Dear listener thanks you so much. I hope you're getting value from the podcast. If you are the best favor you can give us is three little things it takes two seconds: subscribe, rate and review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we're going to send you for free the *\$97 Passive Income Launch Kit*. Please do that, share it on the inner webs we'll really appreciate it. All right, Scott, are you ready?

Scott: One, two, three.

Mark & Scott: Let freedom ring.

Mark: Kyle is like, oh gosh. This guys have done this 300 times and it's still this awkward.

Kyle: You guys are awesome. I'm going to go rate right now.

Mark: All right, thanks Kyle. All right, thanks everybody.

[End of Transcript]