



THE LANDGEEK

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

Today's Guest: [Scott Smith](#)

Transcript

Mark: Hey, it's Mark Podolsky the Land Geek with your favorite niche-y real estate website www.TheLandGeek.com. I'm super excited for today's guest.

But before I talk to my guest I would be remiss if I didn't properly introduce my co-host you know him, you love him, Scott Todd from ScottTodd.net, LandModo.com, if you're not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek and learn about anything at InvestingNinjas.com. Scott Todd, how are you?

Scott Todd: Mark, I'm great how are you?

Mark: I'm not good because now there are two Scotts on the podcast and I feel kind of ganged up.

Scott Todd: Guess what? Both Scotts have this virtual background thing going like in video. Not that anybody can see this but the Scotts are looking pretty cool. We are representing.

Mark: You really are, and I will figure this out. Anyways, while I am basking in my own video shame I want to talk about Scott Smith, from RoyalLegalSolutions.com. If you don't know Scott Smith he opened up Royal Legal Solutions but he was an aggressive litigator who brought suits against

major insurance companies and he knows first-hand tactics that plaintiff's attorneys use to win lawsuits.

So now, he is combining this knowledge when setting up business structures to protect your assets. Essentially, if you combined let's say F. Lee Bailey, if he was only interested in protecting assets with let's say Sam Zelle, some amazing real estate investor, that gives you Scott Smith from RoyalLegalSolutions.com. Scott, did I do a good job of explaining you?

Scott Smith: Mark, you know that you always do a great job but you know lead to it. I actually bought my first property in real estate when I was in law school and it was a transmission and auto repair shop. I was running the business and rehabbing the building and flipped it to graduate from law school without debt and that's how I fell in love with real estate as a business. I always thought I wanted to do litigation and I was great at it but I burned out on it. When I went back into real estate investing I went to scale up for myself and then helping other people. So I had to learn everything from the ground up.

When acquiring my first 10 properties and getting into commercials and getting into apartment complexes, I had come to find out that a lot of investors were really good at finding the deal. They went to the gurus, they learned how to find the deals, they didn't anything about how to do all of the stuff around taxes and accounting and LLCs and bookkeeping and all of the rest of it. That's why I started Royal Legal Solutions. So I could take all the knowledge I had for myself, all the knowledge I had from working with thousands of investors across the country, pulling all of that information together and then giving it to all the clients at Royal Legal. Like what are the most effective, most streamlined, most efficient, ways for us to operate as real estate investors.

Mark: Interesting. I get this question a lot like should I be in an LLC, S Corp, C-Corp. Are those the kinds of things that when you first started your entity that you most cared about or is it something different?

Scott Smith: Yes. So, I look at it and say I'm all about making money first, right? So, number one way to make money is be able to find great deals. Number two the second thing you got to do is you got to keep the money, right? That means keeping it from the government which is got to optimize a tax strategy and you've got to make sure that you don't have losses, right? So some losses you can't help, right? Because that's just the nature of doing deals you might make a bad deal whatever, right? That's the name of the game.

There are other losses that you can totally prevent, right? So, we buy like fire insurance for example, because we don't want the risk of fire on a property. In my line of work what we do is we say we also don't want the risk of lawsuits and we also don't want the risk of people knowing everything that we own because that exposes us? The more information people have about us the more of a target we have on our back and the more likely they are coming after us if anything pops up.

So, we first looked to say what are the tax optimize strategies. So, let's make sure we are keeping all the money we can there. The second thing we do is to say, well once we know that how can we make an entity structure to hold all these assets to protect us so that if there is ever a lawsuit we don't care because we are going to lose little or nothing from that lawsuit and that's very possible to do. Then we look at it and say how can I do this and there not be any extra work for me and not cost me an arm and leg in term of maintenance and ongoing operations?

So, there is time savings and cost savings all going to taxes and it's an excess that has to be put together which is why I think so many real estate investors and probably people listening to this podcast are like, I know that I needed to do something but I just didn't know what to do. I didn't have anybody else out there to hold my hand to actually make it happen and that's what Royal Legal Solutions is all about.

Mark: Yeah. I can't tell you how angry I am right now in the sense that you weren't around for me 18 years ago when I first started because I really set up my entities the wrong way and had to unwind a bunch of stuff. It cost me a lot of time, a lot of money. I will say that I have built many roads in my town because of all the taxes I had to pay. I feel good about that but my wife would tell you it would be nice if Scott Smith could have saved that money and maybe sent the kids to Harvard or something like that. But look, I digress, Scott. I'm not mad at you but I'm mad at you. But someone who is probably not mad at you is Scott Todd. Scott, what are your thoughts?

Scott Todd: Well, I mean, I think what Scott said was pretty funny. Because Mark, how many times do we hear people when they are trying to start their businesses going they are just like, "Well, I can't do anything until I get my LLC set up." Well, you don't even know if the LLC is the right structure for you. You don't even know, like you don't know nothing. I'm not saying it in a negative way, I am just saying like go do the business first. If you put in your own name you can change everything. It doesn't even require a lot of unwinding. Like do a few deals, put them in your name. Guess what? You can transfer them with a quick claims deed over to your

LLC or your S-Corp or whatever it is whatever structure. But first of all, you need to have somebody that's going to guide you.

A lot of people think like, oh an LLC I just need an LLC. Well, how do you know you don't need an S-Corp? How do you need to be incorporated? You don't know what you don't know. So, essentially I guess what I'm saying is go do the deals first and then get someone on your team that says, "Hey, here's a better way of structuring this thing. Here's what you should do." Then you can transition over to this. It's not like you even have to unwind everything.

Mark: Yeah. It's so true. It's so true, which kind of leads me Scott Smith to the next question. What is some of the worst advice you see or hear given in setting up business structures and asset protection?

Scott Smith: Yeah. So the worst advice that I read and see most commonly you're going to see this all over Bigger Pockets. I hear this from attorneys. I hear this from CPAs. I hear it from really seasoned investors. Which is just get an insurance policy and everything's going to be fine, don't worry about it. This is why it's so bad. I had a friend of mine who lost over \$3 million from having a single lawsuit and he was very well insured. Because what he had done as he had all of his assets in his personal name, right? Had huge insurance policies and didn't realize that the insurance policies will never protect you from certain types of claims.

Any claim that's based upon a misunderstanding from an email that's not covered by an insurance policy. Any claim that's associated with a contract that you entered into never covered by an insurance policy. Because he had everything in his personal name, it made him a perfect target because they were able to really easily see that he had \$3 million in real estate. It's all part of the public record exactly how much you own and it's all in one pot of money. So, they knew if they attacked him they'd get the whole pie of it, right? So, it put him at a horrible position from being able to defend himself in the lawsuit. It's that type of ideology that says insurance, just don't worry about it, is where you end up with people that end up with catastrophic losses. The real crime of it all is that you don't have to take on any of those extra risks by using an LLC structure.

So, what we do is we use a series of LLC structure and we combine it with anonymity trusts. Because my experience has been by using that structure we are able to stop lawsuits before they ever even get started. Because what the anonymity trusts do is they hide all the assets, they hide your ownership of the company so people don't know what you own and when they don't think you own anything it looks like you qualify for food stamps,

the lawsuits just don't happen. If for any reason the lawsuit were to proceed you have a Series LLC structure which allows you the ability to compartmentalize every single asset. So, that way if you end up in a lawsuit the most you're going to lose is a single asset. When you're in that kind of a strength position before the lawsuit even starts you find yourself on the right side of the negotiating table holding a lot of power.

Mark: I love this because you know, the cliché in real estate not necessarily in our niche but in all the other asset classes is it's not a matter of when you're going to be sued... It's not a matter of, if you'll be sued it's a matter of when. I really butchered that cliché and I apologize. But you know what I mean.

Scott Todd: So Scott, like I have a question. So the deals that we do, okay like I don't know and maybe I'm just saying this from a naive standpoint but I don't know that the deals that I do necessarily would quantify for this whole structure that you're talking about. Let me explain. So, I'm buying land and my average investment in this property is like \$1600. So I deal with a lot of volume, right? You know, like I'll buy 200 to 300 properties a year or something like that and then I'm basically selling these things.

So, if I were to put every single property that I buy into an LLC, well, first of all, I'm paying a lot of fees to the state to do that. Then I've got a lot of accounting issues that go along with that, I'm not going to roll them up etc. or whatever. But ultimately, you know like in my type of a business where I'm not spending millions of dollars on one property or even you know hundreds of thousands of dollars on a property, does what you're saying even like support our model?

Scott Smith: Yeah, it does and I'll tell you why. So, if for you guys and for people that are buying single-family homes and once they get about two plus properties or two plus assets it doesn't make any sense at all to use the individual LLCs. As individual losses, you have to have separate accounting books, separate bank accounts, separate yearly filing, separate filing fees. All this maintenance that goes into and it's like if asset protection is that expensive and that time consuming I'm just not going to do it, right? That's where a lot of people have stopped and said, really it's too hard to figure out and it's too expensive so I don't want to do it.

That's why the advent of the series LLC which came into existence a little over 20 years ago is the ideal solution, right? With a series LLC structure, I have one EIN number, I have one filing with the state. It's one entity that gets created and it's a parent entity if you want to think of it like that.

Now this parent entity can create an unlimited number of what we call a child series, right? So, you have the parent underneath it you have child series A, child Series B, child Series C whatever, right? We form these up in Texas because Texas doesn't have any yearly fees associated with it and in Texas; it's free to create each child series. Each child series is just like an LLC for liability purposes. So with one series LLC with one filing, you can create an infinite number of LLCs for free and they have no yearly costs and no yearly reporting requirements.

So what you're able to do at that point is then for free tuck each individual piece of property into its own child series. So that way if there's ever a lawsuit against one property, somebody has a catastrophic injury because you know there's toxic waste on your property and you didn't know about it or there's like a sinkhole and somebody gets an injury on and your insurance decides that hey, this is a really bad injury and we're going to cover it. That asset then becomes compartmentalized. The best part is it didn't cost you anything to compartmentalize it.

Mark: That's a kind of drop the mic solution Scott Todd. My only thing that I wanted to poke a hole in is what happens when we sell the asset out of the child LLC?

Scott Smith: Yeah. You just sell it directly out of the child LLC. So what we'll do, right, because we said well, even if we hold the asset inside of the child LLC people could know then how many children we have, right? Because it has to be labeled child series A, child Series B, etc. I don't like that because I don't want even people to know how big the pie is, right?

So what I'll do for all of my properties is I'll take the property say located at 123 main street and this is for land just like it is for a single-family home. I'll take that property at 123 main street and I did it into a land trust called the 1 2 3 main street trust, right? Now the 123 main street trust, is in turn owned by child series A. Child Series A is in turn owned by the parent. The same thing is going to happen with property B that comes across. You know 456 prosperity way goes into 456 Prosperity Way Trusts. 456 Prosperity Way trust is owned by child Series B. Child Series B is turn owned by the parent.

What this allows us to do is something that's even exponentially cooler than just the series compartmentalization. Because now, I have anonymity in the actual titling of the asset itself and anything that relates back to who created these entities goes back to a law firm and all that information is then protected by the attorney-client privilege. Because it's a trust that owns the asset I don't have to do any foreign entity registrations at any states that I want to operate in.

So I can have one Texas series LLC that I created because there are no annual fees and has great charging order protection. It's one of the strongest in the country. Because of that, I can own property anywhere in the country through a trust structure that's in turn protected by my series LLC and I have no foreign entity registration requirements, no foreign reporting requirements, no ongoing maintenance of all these different entities, besides just my one parent entity. When I want to sell it I just sell it directly out of a trust.

Mark: Huh. Okay. Scott Todd, I'm not saying this facetiously and I don't mean to come off being arrogant but what I really humbly want to say is that I've been doing this a long time, 18 years. I've talked to a number of asset protection specialists why am I just now hearing about this Scott Smith?

Scott Smith: So the Series LLC is only been around for about 20 years. So in legal terms, that's relatively new, right? LLCs have been around for about 60 plus. So, with the Series of LLCs as well is that they're really only, I think exceptionally useful for real estate investors. So, if I wasn't an attorney, who was also a real estate investor, who also looked into how to use trust structures and optimizing around this you're just not going to find people that are like me that this is all they think about and all they do day in and day out probably, right?

The only other criticism that I hear about series LLCs which has some practitioners saying hey well, we're not going to recommend that for our clients and we want them to do individual LLCs even though the cost is crazy high, is they say something around well there's no case law. So, because there's no case law, we're not 100 percent sure how these things are going to play out. I call shenanigans on that argument for a couple of reasons. But the main reason I call shenanigans on it is because it's been around for so long and that nobody's tried to challenge it. That should tell us something about the relative strength of it, number one.

Number two, the law isn't what case law is. The law is actually what's written by in the statutes and passed by the legislature and the laws on Series LLCs are extremely clear with what the protections they bring on which is why nobody's challenging it. Because the one thing you could challenge is say hey, the laws here aren't clear. The laws are clear. So there is nothing there to challenge. So, you're never going to find case law much on these series LLCs to be able for everybody to be like, "Hey we got thousands of cases on this," because there's nothing there.

You also see more and more states adopting the laws to allow creation of Series LLCs in the more states. So, the overwhelming thrust among the country is Series LLCs will be the new thing. The great thing about US law is that you can form an LLC in one state just like a series LLC and you can use it in any state, right? It's called the full faith and credit of the Constitution. It's the same reason that people form Delaware LLC and use them everywhere throughout the country.

We're using the same analogy to say hey, series LLC are LLCs with a caveat we can form here in Texas where the laws are great for us. They're very advantageous and it's cheap to do it and we're going to use that anywhere else. We have a huge amount of case law that supports that as the analogous Delaware LLC structure. So I think you'll begin to see it over time. But honestly, I just don't think there are that many people that are attorneys that are longtime real estate investors that only focus on these types of issues.

Mark: Scott Todd?

Scott Todd: All right. So, you mentioned and there's a lot to unpack what you said but like you mentioned like the series LLCs, I'm on board that. I'm ready to get going. But then second you mentioned the trust, right? So are there legal documents that I have to form like with every single trust? I like you Scott, but I don't want to go back to you every time I got to form of these things because like one legal fees and two like time. I'm buying properties all the time, I want to be able like to just throw it together. Is that the way it works or I've got to run back to you every time I need one of these?

Scott Smith: So, I'm going to give you a hot secret about how to work with attorneys on a budget.

Scott Todd: Okay.

Scott Smith: Here's the hot secret. The hot secret is that attorneys even ones that are super-specialized like me, right? We all have our own intellectual property, is what our years of experience working with all of the clients get channeled into documents. That now becomes a piece of IP that we use and it's essentially the same piece of IP with minor tweaks for any individual client. So, the value of a great attorney is their documents, right, and knowing how the documents have to be used. After your first set of documents are done with us you'll actually see here's how these documents work with my business structure and you have all of the IP and at that point, you're able to duplicate it on your own at no cost.

The great part about trust, just like with the child series documents there's no filing for them, and they're all private. So, you can literally recreate these on your own desktop once you get the formula down. So, I would say use us for the first couple and if you want to take it over after yourself after that, you know more power to you. I'm not in the business of trying to nickel and dime dollars on the way the road success. I'm in the business of empowering people to be able to do their own work for the people that want to and for everybody else that doesn't want to we say, "Great we'll do it for you." Because you know it's up to each individual to decide what level of commitment they want to have for the things on their own plate to do. So, Scott, that's the way I would do it for working with me or with anybody else.

Scott Todd: All right so then my last question is that like for me, I'm based in Florida, right? So and my LLC is based in Florida. So, if I go to do this series LLC in Texas, that means I'm now with a Texas LLC. Can my primary LLC today be the owner of that? The only reason I'm asking is like my bank, okay, my bank doesn't work in Texas. So, essentially I would have to have some registration in Florida for them to be bankable on a Texas LLC if that makes sense. So, I guess my question is how much of my business do I have to unwind here in order to make this happen?

Scott Smith: I'm glad you brought that up because when we get into the specifics of what somebody needs to do with their particular business structure it actually gets into how do they operate? How are they acquiring the properties? How are they getting the financing in? So, this is where we typically will sit everybody down for an hour-long road map consultation. It's like come in, let's sit down, let's unpack all of these to say like here's your specific plan of what you need to put in place like both now and what you should look to scale into because this is where you start to get into a lot of variables.

The nuts and bolts of how the taxes work, what are the essence of the foundations of the structures that we use, those are going to be the same for every single client. But every client also has a different way they want to run their business, right? That's why we have a consultation to say okay, we're going to figure out exactly what's going to be the most efficient banking structure, financing structure, etc. to go with that.

I'll tell you along with that Scott, there's another hot tip that we use is that we'll actually use a two-company structure. I'm going to give away a couple of secrets here on this podcast of what we do so people that don't pay for the consultation can even get some of the benefits. So, what we'll typically always do is a two-company structure. You have one company that sits like

on your left-hand side and that's your asset holding company. It's your anonymous series LLC that doesn't do business with anybody else in the world. It's only going to hold the assets, right? We don't want it to have talked to anybody touch anybody to do anything with anybody because the moment it does now it starts to incur liability. And we want to keep that as liability-free as possible.

What we have on our right hand as we call it an operating company that has no assets by design. Merely what it does is it signs all of our emails. It's going to sign any contracts that we get into. It's going to otherwise be our face to the world. Some people call it a bad word like a shell company but there's nothing wrong with a company that just doesn't have any assets and that's essentially what that is. So, that's typically the way we're breaking it down is we want all of our operations going through to a company that's not us, a separate company that holds all the liability, a completely separate company that holds all the assets.

Where the wrinkles come in is exactly Scott Todd, like what you're talking about which is well how do I need to acquire it? How does my banking have to work if I'm getting financing? How do I have to finance it and then move it into the asset holding company? Those are all the pieces that we unpack during the consultation to be able to give you the road map but like, here's how all that work. But I can tell you that from doing this a few thousand times there's never been an investor that's not in a better position after we're able to show them like, here's what the very best people do in your industry that are looking to get this type of operational setup in these foundations for growth.

Scott Todd: I love it.

Mark: I love it and the only thing I'm thinking of right now Scott Smith is that gif of Homer Simpson saying take my money, honestly. I mean it's like as soon as we end this podcast like, I'm signing up because it solves what is essentially a big problem that we have because we're doing lots of volume but there are small deals. So, any one deal it would just be easier for us just to refund. Like I've never been sued because if anyone is unhappy with their land, well here's a refund. We're not going to fight. You know what I mean?

But why not if it doesn't cost anything? Not that we are going to fight anybody. I say we keep that happy customers guarantee policy. But if I had somebody let's say drive up on my property, they break their arm and they sue me. Something like that, that's still out there that's covered by an umbrella policy on my homeowner's insurance.

Scott Smith: Maybe.

Mark: Maybe. So, it's a clingy sort of risky setup that we have because of what Scott said because we need speed and it's cost-prohibitive to take \$5000 asset and create a separate LLC for it. We just couldn't do it. So this really solves every single liability pain point in our business. Then the next natural question is are we going to still see the same tax benefits that we would in any LLC structure?

Scott Smith: Yeah you will. The reason why is because the way that the series LLC is set up with the parent and the child all have the same ownership, right? They're all Mark's entity so to speak, right, for his asset holding company. So for tax purposes, all are treated as a disregarded entity and you can make the election of the LLC with how you want it to be taxed. You can have the taxed as passive or you can have it taxed as an S corporation. You're able to make these elections with IRS so there are no tax drawbacks at all from it. So your CPA has all the flexibility to do whatever they need to. The added benefit to it in using a series structure is that you can operate all of your asset holding out of one bank account and one set of accounting books as long as you just tag any income and expenses to each individual property.

Now, that might not be a big deal for land because there's probably not a lot of income and expenses with land flipping but for single-family home investors that becomes a big issue. Now, you say okay well, now I get to pull all of my assets into one bank account that really simplifies out how many bank accounts I have to manage, right? Because it can get really unwieldy if you're doing multiple LLCs. So, you're able to see that the reporting all goes up in one EIA number so now, you only have one tax reporting for all of your assets.

Just underlying here in case anybody was wondering too, once you have this series LLC structure and you have all of your planned assets separated with the individual anonymity trust in the child series, move everything over. The really wealthy people that I work with don't own anything. Wealthy people don't own stuff. Their asset holding companies own stuff. So your stock, anything your extra cash you know that's above and beyond what you're living on, everything should be inside of your series LLC to make sure it's protected. Because at the end of the day what you want to be able to do is get into a horrible car accident and think, "Well, if I'm sued because of this I don't care. Because they can sue me all day long and they're not going to get to any of my stuff." That's the way that the wealthy people operate and the way that we're all able to operate now with the advent of a series LLC structure.

Mark: Yeah, if you saw that show Trust with J. Paul Getty, and the very first episode he walks his nephew through the structure where he essentially owns nothing and therefore pays no taxes even though he's at that point in time the wealthiest man in the world. It's exactly what you said. Scott Todd, am I too giddy about this? I feel like I need to...

Scott Todd: No. Mark, you want to understand why this is the first time I want a podcast to end so that like I can whip up my credit card and throw it at somebody. Like no, I'm giddy too man. Like where do I sign? Where?

Mark: Yeah, I feel like we have this...

Scott Todd: I got to fly to Texas today man. Wherever Scott is, I'm going like we got to.

Scott Smith: The best part is you don't even have to come to Texas. I very rarely even meet anybody in person.

Scott Todd: No, I want to come and give you a hug brother.

Scott Smith: Oh, I will take hugs any day of the week. Bring it on.

Scott Todd: Yeah. Like Mark, you know what I'm thinking of? Remember we had a coaching student who actually was selling some land and the guy showed up to his house with a briefcase of money?

Mark: Yeah.

Scott Todd: Right? That's how I feel right now. I just want to get the briefcase and show up at Scott's house. Like nothing creepy there just like, "Here, what do we got to do?"

Mark: I have to say it's starting to get creepy, Scott Todd.

Scott Smith: [Indiscernible 00:29:59]

Mark: We are so excited that we are all...

Scott Smith: When are you going to take off your pants? What's going on right now?

Mark: I mean it's crazy.

Scott Smith: Man, if everybody could see some video.

Scott Todd: Yeah.

Mark: The mentorship this podcast has been invaluable. I do have to ask you because it's just our typical Art of Passive Income Podcast thing do you have another resource, tip, website, anything to help the Art of Passive Income investors improve their businesses, improve their lives?

Scott Smith: Oh, yeah. I have a ton of stuff. One of the best things that I love right now to put together is actually we have a text in. So, anybody that text in Royal, R-O-Y-A-L to 474747, we send them all a link to here's the top 10 things you need to know to protect your assets and it has my top 10 strategies. This work that we did here was only a few out of the 10 that I consider to be like the highest value strategies you could use to protect yourself. I'm talking about other stuff that's in there like, equity stripping and all kinds of like, how do you move offshore efficiently if that's something that you see coming down the pipe for you. So, all you have to do is text Royal R-O-Y-A-L to 474747. We'll send you that link.

We're never going to text you on that after you send us that unless we have a free giveaway of something that we would normally charge over \$250 for. From time to time we will have special promotions that will come in and we'll text out to you and say, "Hey, you guys got 48 hours to take advantage of a special promotion." But I guarantee you it's going to be amazing stuff only because listen I hate getting text messages unless they're amazing, right? So, that's what we're committed to.

Mark: All right, so I'm texting you right now. It's 4747?

Scott Smith: 474747 and you just text Royal to 474747.

Mark: Then I'm going to text Royal?

Scott Smith: Yeah.

Mark: All right. I'm doing it.

Scott Smith: Royal to 474747.

Mark: I just want to get this before Scott does.

Scott Todd: Well, I'm having a problem with the texting man. Like it's not Scott's fault, but what happened was the service that Scott's using I had

someone go rogue on me from that service and so I put stop on there and now I'm afraid it's not going to let me in. So, you may have won that battle there, Mark.

Scott Smith: If anybody has a trouble with that just email me directly at Scott@RoyalLegalSolutions.com and I'll hit you up with that top 10 and I'll hit you up with some other resources that we have on how to save money on taxes using 401K and some other stuff.

Scott Todd: I'm doing this.

Mark: Scott Todd besides, you know, your tip of adopting Scott Smith, do you have a tip of the week?

Scott Todd: I do have a tip of the week but I mean it's kind of lame if you ask me. I mean how do you beat this tip, Mark?

Mark: I don't know.

Scott Todd: So, check this out. This is a cool little thing. You know you get emails and it's like people are asking questions like, what about this? What about that? What about this? What about this? It's like, oh man. So, then what do you do? You copy and paste what they say up. You copy, you paste it up into your reply and then you like have to space it out whatever, right? Check this out?

It's a Chrome plug-in though. It's Reply dot Ninja, Reply.Ninja. When you install it what happens is you can choose in their email like what you want... You just copy it. You just highlight it right. And then you hit the little button that says like copy it and it moves it to the top for you and then you set your reply. No more pasting whatever you can just grab pieces of it and it's in-line replying. It's really, really cool.

Mark: I don't understand how is this different than the Gmail's auto sort of AI to reply.

Scott Todd: No, because it may not know what you want to reply to. The Google one or the Gmail one may not know what you're trying to reply to. This one you just highlight what you want to reply to like the piece that you want to answer the question for. Because like, thing about it someone asks you 10 questions or three questions, what do you do? You have to go in there and copy and paste those three questions up to the top, hit 'enter' a few times, answer their questions. This is like you just highlight the first question. Hit the button it moves to the top. You hit your reply you go back

into their email boom you do it again. Hit their reply. It's in-line replying so that you're not having to like bounce all over the email that you're trying to compose. It's working very efficiently and smartly.

Mark: All right, done and done. I just did it.

Scott Todd: All right.

Mark: Thanks for that. All right my tip of the week is, join us in our irrational exuberance about Scott Smith and how he's going to protect us. Because literally, he's the only one that we've talked to that has a practical, viable, affordable solution for our needs and that is at RoyalLegalSolutions.com. We will have a link to that but fantastic. Scott Smith, are we good?

Scott Smith: Yeah I think we're good, man. I think I probably got everybody's head exploding. Anybody listening to this don't feel bad if you have to listen to this a few times. It's pretty typical to go into it. But for everybody that wants a little handholding with what goes on with that the best next step is to go to RoyalLegalSolution.com, look at all the information we have. If this looks like something you're interested in we charge \$149 for a road map consultation that walks you through everything. We give away all the secrets, all the information. You can take that info and do whatever you want with it. Put it together yourself. Hire another attorney. To us, it's all the same because we're just about helping people. If you want to hire us to do it, that's great as well too. But the road map consultation for \$149 gives you the exact game plan for you and your business, where you're at now and where you're growing.

Mark: Amazing. All right well, Scott Smith thank you so much. Scott Todd, are we good?

Scott Todd: We're good, Mark.

Mark: I want to thank the listeners. I want to apologize if your head did explode but hopefully it didn't. If it didn't and you got as much value as Scott Todd and I did do us these three little favors subscribe, rate, review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com. We're going to send you for free our \$97 *Passive Income Launch Kit*. So please do that and you know we really appreciate and share that on the inner webs. Scott Todd, are you ready?

Scott Todd: We got to hurry up because I got to get to this consultation. One, two, three. Let...

Mark: Let freedom...

Mark & Scott Todd: Ring.

Mark: Scott Smith, whatever Scott now communicates with you. Just reply to him via Reply Ninja, "Waiting on Mark. I'm scheduling him first and then I will get you."

Scott Todd: No, no, I come first. We have the same name. We have cool backgrounds. You, you're out.

Mark: I'm calling him on Zoom right now. All right, thanks, guys. Thank you.

[End of Transcript]