



THE LAND GEEK

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

**Erik Peterson talks with: Mike Zaino - [ThreeLandGuys.com](https://www.threelandguys.com),
Scott Bossman - [LandBosses.com](https://www.landbosses.com), Mimi Schmidt -
[PartNParcelProperties.com](https://www.partnparcelproperties.com) and Sid Christensen on The Land
Geek Round Table**

Transcript

Erik: Hey, it's Erik Peterson here hijacking the Round Table Podcast today, filling in for 'The Land Geek' Mark Podolsky - [TheLandGeek.com](https://www.thelandgeek.com). Don't worry Mark is safe and sound in an undisclosed location to avoid any possible contact with the Coronavirus. He stopped at Costco along the way and bought enough toilet paper and water for the next two years - he's set.

Scott: Nice.

Erik: So anyways as you can tell Mark's not here today and I am hosting podcast. So we have most of our regulars here with us including a special guest that we will be revealing soon. So let's get started by welcoming 'Dude Buddy' Scott Bossman the 'Nite Cap OG'. How is it going Scott?

Scott Bossman: Nice, nice intro dude I'm impressed. It's going very well. Thanks for having me.

Erik: Awesome and we've got Mr. Mike Zaino the 'Zen Master'. I believe are you on a cruise right now Mike?

Mike: No, no that's when this podcast airs we will be on the cruise.

Erik: Okay I knew it was coming.

Mimi: All by himself.

Mike: Yeah, we're probably have lots of the free space to roam, not fighting for chairs, it will great.

Erik: Yeah, it might be you and the captain.

Mimi: I was telling Mike Dave flew home from Punta Cana on Sunday on a flight that flies 160-165 people, there were two folks on the flight.

Mike: Wow.

Mimi: That went way down. So Mike will have a good time no lines.

Mike: No lines and no waiting.

Erik: All right well and you all know Mimi she's here. Welcome the 'Terrorist Hunter' good to have you.

Mimi: Hi. We have Coronavirus here in Arlington now. We're talking about closing the schools now. It's going to be interesting to see. Got all my hand sanitizer and my soap, my staples stocked up.

Erik: Perfect, it's everywhere so all right. So today's podcast sponsored by *Flight School*. Learn the land business from the 'Brain' Scott Todd in just 14 weeks. For more information visit TheLandGeek.com/Training and schedule a call with Scott Bossman or Mike Zaino. Without further ado let's go ahead and get started today.

Our special guest is none other than Sid Christensen. Sid has been part of The Land Geek community for probably about a year now. Started off in Flight School and is now a current coaching student. So Sid do you want to start off by telling us about how you got here and what Flight School was like, how the coaching program has helped to grow your business?

Sid: Yeah you bet. So I'm just thinking about like kind of what started all this and I've always been interested in looking for different alternatives to

make money. Rather than just working I loved the idea of having money work for you.

So I actually got started in this by listening to The Land Geek Podcast and I thought that flipping land would take a lot of work, it was kind of weird. So I was going to go the route of buying and selling... or not selling but just buying rentals and then renting them out. I was about to buy one and then I ended up breaking my leg on a snow bike and I work construction so it's very important to be able to walk around and do that work. So me breaking my leg I had all this time on my hands but also I was just lying on the snow, just thinking about what I could do as I waited for the LifeLine helicopter to come pick me up. I saw well now I can look into that land thing I have all this time on my hands and I can just see what it's all about and maybe I just kind of double in it a little bit and see where it goes.

I also thought you know what really motivated me to get really after this was to get my wife home from work. She's a nurse and we now have three kids and it's I mean we are very busy with that and she wants to be a stay-at-home mom. That was really what was my motivation and then also it would be nice to replace my income eventually.

So I got on a phone call with Scott Bossman, we got setup into *Flight School* and I think we started one year from today I think is when we started and going through *Flight School*. Scott Todd just being a great teacher that he is he made us take action and I just followed what he told us to do and look what do you know it worked. So it's been good. So a big learning curve for me that's for sure.

Erik: Yeah I mean that's a great story Sid. I mean you make that the injury of lying there on the mountain you know with a broken leg to sound like nothing but I'm sure it was a pretty intense situation for yourself and those that were with you, but glad you're doing well now and enjoying the land business here.

Sid: Yeah it was fun. I've never given it up. I went snow biking last week. So we're back on the bike and tearing things up again.

Erik: Good.

Sid: So I'm just I'm just avoiding my brother a little bit. I'm kicking back a little bit more, making sure he's not going to run into me because that's what happened he ran into me and broke my leg. So I'm definitely a little more cautious.

Erik: Excellent all right. I'm going to pass it over to Mr. Scott Bossman for the first question to Sid.

Scott Bossman: All right awesome. So this is kind of reminiscent to me of *Grill The Geeks* at *Boot Camp* this is what we do. We have all our coaching students get up front and talk to us about their journey and one of my favorite parts of *Boot Camps* is just hearing where people were a year ago and where they are today.

Sid I remember talking to you a year ago I was at fun breakfast in Illinois hanging out for the weekend with my wife, drinking some coffee and I remember your story and I remember thinking that you know it's cool because Mike Zaino and I get to talk to a lot of people like you that just you know they have an amazing why. So you talked a little bit about your why but I guess expand on that a little bit and for me you know when things got really difficult the why kind of keeps you going. So when things are difficult for you what do you do and how do you handle things and maybe we can get a little bit more of the logistics of your business in a minute? But tell us a little bit more about your why and how that motivates I guess.

Sid: Yeah. So my parents they were... My dad has been a super hard worker all of his life. He's building a construction business, I work for him, we also own a farm and I've always remembered us being able to spend time with him and work with him but also the summers are so busy: we're moving irrigation pipes, we're digging basements and in winter things slow down but in the summer that's like when you want to go on vacations and spend all this time with your family. I just looked at my young family and I just want more time with them eventually to do some of those things: go on trips and being able to stay with them, go camping or whatever.

So that's what really motivates me and also I want my wife to be a stay-at-home mom and she wants to be a stay-at-home mom and I think it would be awesome to be a stay-at-home dad. I don't think I could stay-at-home all the time I have always be working or doing something busy, but I just want to have the option to be financially free eventually.

Scott Bossman: Before it gets going in that direction I mean you look at your journey over the last year were you a year ago where you are now. Just tells us a little bit about that and how it feels.

Sid: Yeah, I mean there's definitely times where you question I'm like, "Oh man is this really going to work?" Am I going to really be able to sell this property that I got and just doing the daily things, those small little things all of a sudden you start selling properties, you start finding property to buy

and its started to work. Like at first I was scared and nervous like is this going to work for me and eventually I started seeing those little wins, those little successes and that's just kind of what keeps me motivated to keep moving forward with this.

Scott Bossman: Awesome. Well I don't want to steal all the questions. So who's next?

Sid: Thanks Scott.

Erik: Let's go to Mike next.

Mike: Sid great to have you on here. I'm curious you seem... I've always thought of you as like super-positive. Like you just have an ultra-positive personality how much... First of all I guess you can confirm whether that's true or not, but how much do you think that has contributed to your success? I mean I know you had some doubts in the beginning but you seem really positive and how much does the attitude that you bring to the equation help you?

Sid: I think it helps a lot. I think that's another trait that I get from my dad is he's super-positive and in the construction world I've seen him go through hard times where we had a broken piece of equipment and he's made it through. But he's like he showed me to just get in there and figure it out. He just says you can do it, you can almost do anything as long as you put your mind into it and that's one thing I've learned from my dad is you just need to figure it out for yourself and sometimes it takes hard work and other times it comes easy. But most of times it's going to be hard at first but as you do it you'll get better at it and I think he just blessed me with that outlook on life because he always had a good look on life, he always tried to look at the positives in life and he's been very successful in doing it and even during construction but I think it's because he is not stopped at a problem and put his hands up. He's gotten in there and he's figured it out.

Mike: Yeah, that totally makes sense. You know kind of leads me into the consistency equation. I often tell people you know the biggest challenge that they probably are going to encounter in the beginning is consistency right. So, the fact of getting everything done, getting the five steps we follow we always talk about them but staying consistent with them. How have you managed to keep consistent? Have there been any tips for anybody? Obviously life happens, things get in the way, I know you've had some wonderful things happen to your family you know new addition that's probably challenged your time. But how do you stay consistent?

Sid: I find that it's really quiet about 4:00 AM so that's when I get up and I do just the daily things I have set aside. So I'm waking up early doing you know: posting ads, training VAs building systems and just learning in the mornings. That's when I get my best work done is from 4:00 AM to 6:00 AM and then after that I'm greeted by my boys and they're noisy and they're ready to play. So I spend a little time with them before I go to work. So I just carved that time out and you know I just don't get much sleep but I know it's going to be worth it in the end.

Mike: Yeah, I know that's awesome. I mean definitely it sounds you have basically a power morning that you embrace and know that's awesome. So I guess final question would be I guess what is something you're I'm going to say most proud of but in terms of an obstacle that you've overcome know in this process? You say it's been about a year has there been something that stands out that you know kind of created a roadblock but you did what your dad taught you and you pushed through it. Anything in particular or I don't know open-ended?

Sid: Yes. So when I first... I think the first *Boot Camp* that I went to right about then I bought a bunch of properties that I thought I could sell and I was just having a hard, hard time selling them and I couldn't put my finger on it but I offered them for wholesale and I tried different things to sell them and eventually they sold. I've sold a few on Land Arbitrage. So I just tried different things.

So that was maybe my first challenge is getting some property that I wasn't sure about being able to sell. I was nervous because it was a new area I didn't really know as well but I got them sold eventually and I don't know, That was I think seeing me do that just kind of gave me the confidence that I could do it with other properties as long as we're buying them right like we're taught about a quarter what they're worth then you should or you will be able to sell them it will just take little bit of effort.

Mike: Great, great answer thank you. Yeah, I think that you know rinse repeat as Mark always says and each time you go through it I agree it builds confidence and it like seasons you as a land investor and gives you the ability to you know take on bigger things with confidence. So very good, thank you. I appreciate it. I'll give it back to our host.

Erik: All right thanks Mike. Mimi what questions do you have for Sid today?

Mimi: Well I'd like to know what you find the hardest part of the business is for you, what you struggle with, what you look to delegate, and what part

actually suits you well, what do you like to do and what do you plan on keeping?

Sid: So the hardest part I would say is just trying to hire people. I have a hard time letting go, I think. I mean I have hired people and it's been a huge benefit but I think building the systems and training is I had a little bit of hard time with it and I think it's because I get a little frustrated because I expect more from people than they give and I know it's me I need to be better at training. That aspect has been hard for me but I'm seeing that I'm able to. I've hired a few tasks out like I hate due diligence, I hate all that research and I was able to get rid of like the title search and the due diligence and kind of all that at first just doing all that I don't know mindless searching because I hated that.

What I do like about the businesses is I really like selling properties. I get excited about it and I'm working with different buyers on the properties and I enjoy that and just closing the deal and what brings the money in.

Mimi: Let's say you think you'll just keep that.

Sid: Mm.

Mimi: That's awesome, very good.

Mark: So Sid what advice would you have for someone just getting started in the business? Maybe they found the podcast or read Mark's book or you know they're just getting started. I mean any advice there?

Sid: I'd say what really helped me was taking *Flight School* would be my advice just because all the information is out there to do you know pretty much anything. You can figure it out on your own but *Flight School* really like it shows you examples of how the work is to be done and that's really what I need. I just need someone that knows what to do and just to show me how to do it. I think that was really beneficial just to have somebody just show me how to do it and I got the Toolkit and I read Mark's book and that was helpful but just taking action was probably the most helpful of all just learning as I go.

Erik: So you bought the Toolkit and then you went into *Flight School*. Did you go to *Boot Camp* before *Flight School*?

Sid: No. I bought the Toolkit and *Flight School* all at once because I think *Flight School* started like one week later so I read like one thing in the Toolkit. Then I went to *Boot Camp* it was a month or so after *Flight School*.

Now that was really beneficial too just a refresher of everything you learn in *Flight School* and being able to talk to the coaches with your questions and meet the community. That's been awesome because the community I'm at we're able to work with each other and you know buy and sell properties with one another to you know close deals so that's been really helpful.

Erik: Great. I think one of probably the most common questions that get asked during *Grill The Geeks* is what has been your favorite deal so far and what are the numbers?

Sid: Let me think about that. Probably my first one and the reason why I say it because I think that's what really gave me the confidence to go forward and this one was at *Boot Camp* and the buyer was not the best buyer. I was just ready to sell something, I was excited about it but I made about a thousand dollars off the deal and then she defaulted and then I've sold that property again. So far that has been my favorite deal.

Erik: So the property that keeps on giving.

Sid: Yeah. So I got all my money out of that property from the first sale and then the second sale was just all profit and so I mean that was exciting for me. It was just a small little property but it just shows that you know this system works.

Erik: Yeah awesome. Well I think if everybody has another question we'll go around the room one more time. So Scott?

Scott Bossman: I just want to say I like what Sid said about having Scott Todd as a mentor because like Sid can you imagine running an excavator without having mentor? Like learning things online or on YouTube without somebody there or can I imagine being a physical therapist without like going to school? There are some people out there that are very gifted who could like take that information and come out the back and be able to do really high-level things like that but that to me is what *Flight School* is. I mean you're there he's literally a seasoned professor in the land business and you go from you know 0 miles/hour to 60 in four months and then you're doing deals it's like I know how to do this, so I love that.

But let's see what other question. Tell us a little bit about so you went to *Boot Camp* which is always a phenomenal experience. I think that's kind of a... I don't know it's an experience that leaves a major impact on all Land Geeks I think. So you had a great first *Boot Camp*. I remember talking to you there but then the next *Boot Camp* once you started coaching you get to go to the VIP room there. Tell us a little bit about the VIP room at *Boot*

Camp and what that experience is like for you and how that helps grow your business a well.

Sid: Yeah. So I think we're all at different points in our business, we're all working on different parts of our business and sometimes for me you get a little kind of distracted on certain things. Like I can't remember what I was worried about then but when I went to *Boot Camp* in the VIP room the community of all The Land Geeks together they bring all that knowledge into one room and then you're able to listen to everybody and then apply what you know what is best for your business, so what you're going through. You can ask The Land Geeks, you guys are coaches whatever you're going through in your business you're able to get answers. It's not like a coach call because I would get an answer then I'd go think about it for about four hours then I'd come back with another question on that same thing. I was able to do that within those three days or two days or whatever and that was really nice to do.

Erik: Oops Scott you're on mute.

Scott Bossman: Yeah sorry. So you get all these high-level executors in the room and it just kind of elevates the room which I think is really awesome so cool. Are you going to the next *Boot Camp* in April hopefully?

Sid: I'm not. I'm staying at home my wife's like, "You need to stay home this time with the kids and all."

Scott Bossman: All right well we'll Face Time you or something and you can feel like you are there.

Sid: Yeah.

Erik: Awesome. Thanks Scott. Mike do you have another question for Sid?

Mike: Well I think I'd just like to... you were talking about that micro deal that you know the first deal you had and sold for a thousand. I think it's often overlooked that we're in a very micro niche when it comes to real estate and I think it's actually exciting that people know they can pick up by their own bootstraps. So if you wouldn't mind just like what's your average acquisition cost? I think it's always good for people to hear you know the type of market we're involved in.

Sid: So how much I pay to buy the property and go through all the...?

Mike: Yeah. Not so much what you sell it for really. I mean you could talk about that if you want but just curious like how much is the cost to buy a property that you can actually start to build some serious passive income with selling one, selling another because that's what we do. I think that oftentimes that is missed and it's an important point for people to realize that you know how much would I be likely to invest in a property to buy one to do something similar to what you're doing.

Sid: Yeah. So I think at the low end I've bought property for about \$300 and then on the high end about 1800 just depending on the properties. I mean everything is under \$2000 per property and that you know and then I times it by four that's what I've been trying to do mostly is times four. Obviously it's sometimes a little different sometimes like other property like that first property I was talking about I sold. I had bought that one for \$300 but I sold out on for I think like 3600. So every once in a while you get those kind of yields. But is that what you were asking?

Erik: Yeah, that's exactly what Mike was asking.

Mike: Yeah that's exactly it just so that people get a good sense. I love that, I love that this is a business that you can steadily build wealth on micro deals. So yes thank you.

Erik: Awesome. Thanks Mike. Mimi do you have another question for Sid?

Mimi: Sure. What are your goals for your business for 2020?

Sid: 2020, so my goal I've been kind of doing it by a month I guess I have to add it up. But I'm trying to increase my passive income by \$400 every month that's my goal and right now I'm actually ahead of that. So I might just cut a month off and then try and go more like just go there faster. So that's been my goal right now. I guess 400×12 that would be... whatever that is that's my goal to increasing. But I know that once you get that increase it's just it adds to the big pile eventually.

Mimi: And as you learn right you will gain momentum and speed and you'll go beyond that.

Sid: Yeah.

Mimi: Awesome, good for you.

Erik: Sid that's awesome. So just to give the listeners an idea like you know you've been in the business for about 12 months give or take and how many terms deals do you currently have?

Sid: I know I should have looked that up. I have about 30 terms deals and then 10 cash flow wholesale deals that I've done.

Erik: Okay awesome that's great. All right, well that brings us to the tip of the week. So Mimi is here but she's not going to do the tip of the week today Sid is going to give us a great tip. What do you have?

Sid: So something that has really helped me in not just achieving my goals in this land business but in every aspect of life whatever you set your mind to is goal setting and I've read this book called *Atomic Habits* by James Clear. I really like it because he goes into and explains that you just kind of start your day out by doing the small micro tasks that lead to big results and he's not saying that once you set a goal then that's it you just work towards that goal. He says you make lifestyle changes to where you want to go and so my tip on that would be read that book.

And there's another part of that is I use this app called *Things*. I think it's just for Apple I'm not sure but it lets you set recurring events or recurring tasks in your life so that's really helped me. So I kind of build my goals out to where I want to be but I create like a recurring train task that happens on a certain day. So I kind of don't have to think about it but my phone the app *Things* reminds me of what task I need to do to get to my goal. So all I have to focus on is doing that task and I know if I do my task then the goal will eventually happen. So I really like that app *Things* it helps me stay focused and work towards my goal. You just need to build I guess your path or decide on what key lead indicators that you need to do to get your lag indicators like the goal and then just do them.

Sid: Excellent thanks Sid all right and that...

Scott Bossman: You know Scott Todd won't be able to take advantage of that amazing app.

Erik: It won't work on his Surface, right. It might work on his Apple iPhone though.

Scott Bossman: True.

Erik: He doesn't want people to know about that but it's the truth.

Mimi: Good point.

Erik: All right well that wraps up the podcast for today. Should we do the standard ending, is everybody ready?

Scott Bossman: Yes.

Mimi: Yes.

Erik: All right.

Mike: Yeah.

Erik: I don't even know how to begin it without Mark leading us here. So let's just go.

All: Let freedom ring.

Erik: All right.

Mimi: Ring.

Erik: Awesome.

Scott Bossman: Give us the countdown Erik. Mark is totally going to make fun of that.

Erik: I know I messed it up. I gave it my best.

Scott Bossman: No, you did a great job.

Mimi: Yeah. Mike will have to tell us how the cruise goes.

Mike: Yeah. It may be talking to you guys for a long time from that cruise.

Mimi: Yeah, you're on the cruise.

Scott Bossman: Mimi is right though. You might not have many passengers on there. It could be the best vacation in the world.

Mimi: So many trips have cancelled. Dave had a conference this week it got cancelled. I went to see someone at a furniture shop who was leaving on vacation her vacation was cancelled. I mean it's just left and right all kinds of [00:30:55] [indiscernible].

Mike: As long as I have Scotch and Internet we'll survive.

Mimi: There you go. Business can run and you can enjoy yourself it's all good. Weather will be nice wherever you are, right?

Mike: Yes, yes.

Mimi: What more could you ask for? You got the love of your life with you, it's all good.

Scott Bossman: We're going to try doing the Nite Cap episode [00:31:15] [indiscernible].

Mimi: No way.

Mike: Oh yeah.

Mimi: From the cruise ship?

Mike: Oh yeah, we'll do it from one the... I've never been on a cruise. From the deck, is that right?

Scott Bossman: Do you have a deck?

Erik: Yeah.

Scott Bossman: Yeah.

Mimi: Oh that's awesome.

Mike: Most definitely.

Erik: Excellent.

Mimi: That will be fun. Where does it go?

Mike: It goes all these different islands. We fly out to Puerto Rico to a number of different islands I'm not sure.

Mimi: That's awesome. Tell you yeah you'll be warm.

Mike: Yeah, I know we'll be warm in I don't know. It's going to be interesting. I think it might actually be awesome.

Mimi: You might be safer right because no one with COVID-19 gets on the boat and when all of us are getting infected then you might be safer.

Erik: Yeah, the cruise ship is going to be the safe zone.

Mimi: Yeah.

Mike: All right yeah, I don't know. It's going to be great or it's going to be the beginning of like a Stephen King TV series so we'll see.

Scott Bossman: Plus I read yesterday that the virus just like the flu viruses it likes cold weather. So you're going to be doing there I mean yeah the virus isn't going to even be able to live for five days like it does here up in Wisconsin it's going to live for like 5 seconds.

Mimi: Yeah you're good.

Scott Bossman: You'll be fine.

Mimi: Oh yeah.

Erik: All right.

Mimi: [00:32:36] [indiscernible] a natural antiseptic.

Mike: We'll keep you all posted. Probably we're kind of run and tally how many podcasts I'm on from the cruise ship.

Mimi: We didn't get any snow. We had the warmest winter in 140 years. So I'm hoping I won't - I didn't get any snow days - so I'm going to have Coronavirus days.

Scott Bossman: Yeah right.

Mimi: Kids home because of coronavirus.

Sid: What's with all the toilet paper? Why are people stocking up on toilet paper?

Mimi: I think they're just doing it - it's pantries in general. You heard about the lady that though she was ordering 48 rolls and ordered 48 boxes and they had over 1500 rolls of toilet paper? It's true - look it up.

Erik: No, but I mean like people are acting like it's a giant snowstorm or a like a hurricane or something like they need to stock up on the essentials but you know I mean it's crazy.

Mike: Yeah.

Scott Bossman: Did you see the meme yesterday that went viral where you know the claw machine where you can get different toys out of the claw machine?

Erik: Right.

Scott Bossman: Some store manager thought it would be creative to throw toilet paper in this claw machine and he was taking pictures of it and it was only \$2 per try. So you could put \$2 in and see if you could get one roll of toilet paper with a claw. I thought that was hilarious.

Mimi: That is funny.

Sid: That's awesome.

Erik: Yeah, I'll be buying that.

Scott Bossman: Erik I'm impressed with your hosting capabilities.

Mimi: Very nice.

Erik: I don't know guys. It's a onetime thing.

Mike: I would say there isn't probably a better time than to be able to work from home and people would probably love to own land where they can get away from everybody. So I think our business is going to thrive in this environment.

Mimi: Yep.

Erik: There you go.

Mimi: I agree.

Erik: Add some headlines around the Coronavirus for your ads.

Mimi: That's right. Off grid and get away from it all.

Sid: Get away from people.

Mimi: No germs out there.

Erik: Yep.

Mike: Yeah, you know it's could kind of be working from home.

Mimi: Yep.

Sid: Or on a cruise ship.

Mimi: Have fun.

Erik: All right well thank you everybody.

Scott Bossman: Thanks Erik.

Mike: Thank you Erik.

Sid: Thank you Erik.

[End of Transcript]