



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

**Mark and Scott talk with Rock Thomas – [RockThomas.com](https://RockThomas.com)**

### **Transcript**

**Mark:** Hey, it's Mark Podolsky - The Land Geek with your favorite nichey real estate website [TheLandGeek.com](https://TheLandGeek.com) and today's guest is going to help us live our best life. But before we talk to our guest I'd be remiss if I didn't properly introduce my cohost the 'Professor', the 'Brain', Scott Todd from [ScottTodd.net](https://ScottTodd.net), [LandModo.com](https://LandModo.com). If you're not automating your Craigslist and your Facebook postings - [PostingsDomination.com/TheLandGeek](https://PostingsDomination.com/TheLandGeek). Learn anything about anything [InvestorNinjas.com](https://InvestorNinjas.com). Scott Todd, how are you?

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

**Mark:** I'm feeling very secure right now, very, very secure.

**Scott:** I can understand that, I can understand that. Though our listeners may not understand that but I can.

**Mark:** Well you know what why don't we give our guest's bio and then they'll understand. Our guest today is Rock Thomas the world's number one whole life success expert. So if you don't know about Rock he has achieved epic financial success, running several successful businesses and six award-winning RE/MAX franchises.

Rock embarked on a quest for personal growth traveling the world and studying with acclaimed teachers like I don't know Tony Robbins, T. Harv Eker, Deepak Chopra, John Gray I can go on and on Stephen Covey right. He's absorbed success systems, life and business strategies and countless life changing experiences which I'm very excited to learn more about. After assimilating all he'd learned and talking with people from all walks of life who are seeking more too he founded Rock Thomas International to bring the best of the best to the world. His programs blend his extensive knowledge about personal development with cutting-edge success formulas designed to produce whole life wealth. Rock Thomas welcome to the podcast.

**Rock:** Well you know I should just record that and listen to it in the morning. It sounds great. It sounds little bit more than maybe it is. When you're 57 years old you can pack a lot into your life but I am definitely passionately curious about personal development and they don't teach it in school so you've got to go and find it yourself through books or podcasts like this and discover what are the things that drive you internally and that's what excites me. Is how do people do the things that they want to do and get themselves to do the things that they can't get themselves to do initially through coaching and mentoring?

**Mark:** Yeah I know, I've got a lot of questions. I think the first one is just kind of walk us from this tremendous amount of success into the transition from now what where I want to go out and help people live their best lives.

**Rock:** You know I grew up on a farm and I was taught some fundamental things that served me I think a little bit like maybe an athlete or a military individual. I learned how to be resourceful, I learned how to make things happen even when things were difficult and when you take that into the entrepreneurial world then you tend to deliver a lot of value and when you do that you get to a point where you cannot be noticed. You show up at work early, you stay late, you do extra work and then you go on holiday for two weeks and people are like how come half the things aren't being done. Oh well Rock's on holidays or John's on holidays if you're that individual. So I got rewarded for that then I just learned to kind of double down, became very interested in solving problems.

Came across a guy named Tony Robbins about 20 years ago and I was like 'wow this guy has got so much energy and passion and drive and he's created so much'. What can I learn from that and that led me on the journey of mentorship and it's modeling people that have the results that you want not just their external results, but their internal thought processes, what they eat, how they sleep, how they meditate, do they do yoga or not and

then I got excited about sharing it with other people because I got so many great results in my life. I'm like oh my gosh I've got this business and I wrote a book and I did all these things I didn't think I could do. If I could do that little farm boy kid from Montréal Canada, dyslexic, nerdy pimpled face, skinny, laughed at, bullied if I can create something more than I thought then maybe I can help some of other people do that too.

**Mark:** Wow. Scott Todd?

**Scott:** Well I mean it is amazing how much you can do when you put away your own self-limits. Like you know I can't do that or I wish I could do that well stop wishing it and just go do it and you know I think the problem is that people look I'm guilty of it we're afraid to fail. Like we are literally afraid of making a mistake I see it all the time Mark you see it too.

Like we're talking to people about like buying a piece of property and the property might be like \$700 and they're afraid that they're going to lose \$700 and I get it. I understand \$700 no one wants to lose money but man if you just go and do it you may not fail right. Like you might actually turn that 700 into like \$7,000 but you've got to do it first and you've got to be willing to say well okay if that one doesn't work well then if these other chuckle heads can do it why can't I go do it and then figure out what they did and go do it.

**Rock:** Yeah. So what I discovered was that the reason people don't take the action primarily is for the basic fears that we have as humans is that we're not enough and if we're not enough we're not going to be loved. So people try to avoid anything that will emphasize that or highlight that so they go if I go all out and invest on this \$700 piece of property doesn't work out and my wife finds out she's going to think that I'm dumb or that I'm useless or that I'm not a good businessperson, my friends are going to notice me being a bad decision maker. I'm going to wait, hesitate, whatever and then make up a story: I don't have time, I'm too busy. It's a BS story and I can say that it's a belief system story that represents an internal belief system.

Here's what I offer people is what would it be like if you never failed again? Wouldn't that be cool if you could never fail again and people go no that's not possible. I go there's two ways to do it, one is never take action sit on your couch and do nothing, you won't fail which is a strategy unfortunately, too many people use. The other one is to change the meaning of failure.

Victor Frankl wrote in his book *Man's Search For Meaning* that the one thing that we have is choice. Choice to choose our attitude and therefore I suggest to people that you never fail until you quit so just don't quit on yourself. Just

look for a different lesson. So you win or you lose replace it with you win or you learn and as you learn you progress and as you progress you grow and as you grow you feel better. So that I can say do the \$700 if it doesn't work out you learn something. What did you learn? Journal on that and take that experience with you to the next decision and become a better person. And that keeps people in action a little bit more than the tendency to want to sit on the couch.

**Mark:** I love that. I'd love to know what your definition is of whole life wealth.

**Rock:** Yeah it's a great question and it came down to this is I grew up very hungry to succeed to prove to my father basically that I was enough. I wanted to hear him say that he was proud of me. It never happened. He died of cancer when I was of around 30. I was almost a millionaire at the time and I took all my money and I took care of him for two years and then he passed to colon cancer and I was broke. In fact bankrupted and I moved back in with my mom and at that point in time I got into real estate.

I started to work really, really hard 12, 14, 16 hours a day again which I had done before but as a manual labor and I amassed a lot of money and became very successful, six RE/MAX franchises but I burned myself out. I started to do party drugs and I started to get myself in trouble because I didn't know any better. I was still trying to bury the story of Rock Thomas is not enough and anyway you can do that with distractions, with success and buying toys, etc. everybody has a different strategy.

Then later on I came to some enlightenment after doing personal development, medications in India different things I won't go through all of them but I spent over \$2 million in personal development and I realized that it will never end. It's not getting to the top of Mount Everest that makes you happy it's about walking up and becoming a better person in the process, working with other people, enjoying camping at base camp and discovering what that's like.

So the whole-life-millionaire or the whole-life-success is about not giving up your health and not giving up your relationships at the expense of your success. Having a belief you can have it all and that you'll work toward that. So for instance I have a ritual of meditation and yoga in the morning and that grounds me and centers me and gets me in a better alignment. I'm almost a hundred percent vegan now which gets me much healthier and in the best shape of my life at 57 and I have a focus on passive income. So I help people and myself to develop passive income vehicles because when you have passive income then you can do the stuff that really matters is to spend

time with family, go to your daughter's recital and work on yourself and go to trainings, seminars, listen to podcasts, go to yoga in the middle of the day, 2 o'clock on Tuesday afternoon because you don't have to work. So it's the belief that you can have it all and then providing the strategies for people to go and to make that happen.

**Mark:** Yeah you know I love that and you know I feel like and I don't know if you agree with this or not I feel like self-help gets a bad rap in our culture and you know why do you think that is and what do you think would be some of the worst advice you see or hear given in your area of expertise?

**Rock:** Well another great point. I'd say the worst advice comes from people that haven't lived the emotional experience. So for instance I've been divorced a couple of times I know what it's like to go through that and I could relate to somebody going through it. But if a 26-year-old kid was going to become a coach for divorced couples, I would question their ability to emotionally empathize with the individual and have the wherewithal to actually guide us.

So that's the first thing and I think everybody is a coach now, everybody is a life coach, everybody is podcasting and everybody's pontificating their wisdom and most of them have terrible lives, they really do 95% of people are flicking broke and most people are overweight, out of shape and addicted to something, whether it's pills or drugs or recreational drugs. Trust me I've worked with tens of thousands of people and most people are totally messed up. I'm sorry to say it but most people are and we suffer from a disease called looking good so people won't tell you that. They'll come out, put on their best picture and they'll Photoshop something, drive out in their car but if you ever say hey could I get a lift with you and they're like oh my god let me just clean my car and there's crap everywhere because that's how people live their life. So you asked me two questions I think I've answered one of them. What was the first part?

**Mark:** Yeah that was a great answer and Scott and I are laughing because we see it even in our own industry.

**Rock:** Of course.

**Mark:** They'll be like I'm going to be a coach and they've like they've never done anything.

**Rock:** I call them false prophets.

**Scott:** Exactly. I mean it's the nuttiest thing is that you see people that like they don't even do what they're trying to teach okay. Like they're self-confessed bloggers or they went through someone else's program and then all of a sudden they're like the end all be all but they didn't go through the battle. Like you can take advice from people on war but I want to go through somebody, I want to learn from somebody that's actually had like shots fired over their head as opposed to just sat in a classroom and said oh I think I can regurgitate what I just learned. Well regurgitation is not experience sorry.

**Rock:** I agree with you a hundred percent and same thing happened to me. When I went to the first Tony Robbins I came back to the office and I was regurgitating and I was a little mini-Tony Robbins. But it is like learning how to play music the first thing you do is you play somebody else's music until you so comfortable with it that you can add your own little sprinkles to it and then you lose that and you become yourself and I really believe that's an evolution over time. I like to believe I've gotten there mostly. I still quote other people and I still learn from other people and put my spin on it and probably 50% of what I share comes from an NLP and Tony Robbins and the rest just sprinkled from other people but most people just because they ate the meal they now think that they can open a restaurant and become the next best restaurateur it's not true you just tasted the food.

**Mark:** Yeah you know absolutely. The first part of that question is why does self-help in our culture get such a bad rap?

**Rock:** Well there are two reasons in my opinion. Number one is that whenever you say self-help it implies that you're broken and people don't want to be especially people that are in their ego they don't want to be reminded they want to go look I'm fine man, I'm a cool dude, I've got things figured out. No one wants to go I need to work on myself, I've got childhood issues. A lot of people don't want to so they're like oh yeah for those people that are broken over there they go to that self-help I'm cool. What they do usually is hide behind success. So there is a CEO or they're a big success and they're important and they have big meetings and they're generally bullies in every different playground. So that's the number one reason.

The number two is that it requires work and people don't like to work and people want the easy street. So if you were going to dig up some of those skeletons in the closet and you have to be vulnerable and you have to be real and you have to say like you know hey I got a DUI. Am I proud of it? No, but I made a bad decision one day and I hid it for years because I had shame but now today I've evolved enough that I can put it out there and say yeah I made a bad decision but am I a bad person? No and a lot of people

make that mistake that they go oh well, I bankrupted restaurant. I bought a piece of land for \$700 and it didn't work out. I am a bad investor, I'm a bad person.

I talk about the power of your identity; the words that follow who I am follow you. You were not a bad person and you just made an ill-informed decision or you're inexperienced and now you have more experience, so you're a more experienced person. So look at it that way and grow that way and become a better version of yourself.

**Mark:** I love what you're saying and you know I write about in *Dirt Rich* this feeling, this void that I felt even with kids like I was never enough. So I chased all these things that society would say is conventional success and I got them and it was just as profound emptiness, it was never enough and then once I lost all of it and my ego dress just got decimated I came out of it such a better person. My question is how can somebody who feels like they're not enough not have to go through the pain and suffering, and letting their children down and letting the family down like I did and just get to the good stuff and feel like they're enough without having to go through this sort of thirst?

**Rock:** Well I think that you know I've worked with a client where the mother and father told the child all the time that they're the greatest, they're the best, they're the most good-looking, they're smart, they're clever, they went to the best schools, they supported them, they watched them play soccer; just like the perfect parents and this child grew up neurotic, that they were going to disappoint the parents. Thinking what if I'm not enough to be everything they say I am.

So there's no perfect way to raise a child in my opinion, the child was going to interpret what's happening and we're going to continue to interpret what's happening and from that we're going to create an identity or what we think is a way to survive in life. So the best way I've learned is if you want to develop the sense of well-being is you have to develop first of all a relationship with yourself. It's an inner narrative of appreciation like you would talk to your dog maybe you know, oh you'll so cute, you're just a good little boy. Like literally, talking well because most people talk so badly to themselves that if they talked to their friends like that they'd have no friends.

So it's an inner narrative conversation about appreciation and love and remember I get this from Jerry Vaynerchuk you won the flicking race, it's about odds of four trillion to one that you were born because all of those sperms were trying to get you know hatch the eggs. So there's some reason

you're here and when you start thinking about that and appreciating that then you can start to go you know what I do have worth and then what you need to do is you need to do things that are a little bit outside your comfort zone.

In rise to Superman Stephen Kotler talks about 4% outside your comfort zone is an area that allows you to actually process the learning. If I was to take you into a plane and I was going to throw you out of the plane without a parachute and say "I'm going to dive down afterwards and catch you, you'll be okay." You would freak out because you're just so faced with such uncertainty that you can't really translate that into a learning lesson because you go straight into survival. But when we do the processes properly and we get you just 4% outside and say hey why don't you go talk to that person over there and say they've got a nice smile, could you do that? Yeah you are not going to die and you start to become a little more extraverted.

So by doing things that are difficult you actually build your self-esteem. How do you feel good about yourself? It's by relying on the fact that you'll find a way so you must exercise. When I work with people I get them sometimes to brush their teeth with the other hand, put their pants on with the other leg first, get in the car from the passenger side. What am I doing? I'm getting their brain to get comfortable with things that are uncomfortable, but safe and then when the real deal comes up their nervous system is wired to oh yeah I'm used to doing stuff, yeah we need a volunteer. Okay I will. What is it? I don't care I'm in and that's how I train people to get into momentum.

**Mark:** I love it. Scott Todd?

**Scott:** Hey Mark it's a lot like when I was learning how to fly a plane you know like one of the things that they do is they take you up to let's say 3500 feet and you're up there 3500 feet and then what they do is they teach you how to put the plane into a stall. Like all of a sudden you're slowing the plane down, you keep slowing it down 60 miles an hour or 60 Knots you're up in the air and like they're like okay the plane feels like it's not even moving and then they're like now slowly turn the plane because you slowly learn how to turn the plane without inducing the stall okay.

So you learn how to control the plane and then what they tell you is okay pull all the way back, pull the throttle all the way back, pull back on the yoke so that the plane slows down even further. So like you're kind of going up like this and then when the plane stalls it's not like a car stalls, it's not like the engine stops. What happens is it loses the ability to create lift and then what happens is the nose drops and they do this over and over and over



again so that you know when the plane stalls you immediately push forward to recover from the stall.

It's like engrained in you and it's amazing because you do it so much that it becomes second nature to you. Like the first time or probably the first 10 times you do it your heart is like banging out of your chest beyond that you just know. Like oh it's not a big deal just push forward a little bit the plane will recover I can continue on with what I'm doing and sometimes like even when you're taking off like just a normal take off if you don't get it exactly right you'll stall the plane. Like you'll see the light, or you'll hear the stall horn what do you do? You don't die you just push it forward a little bit oh I went too far boom and you recover the flight and it's that same thing over and over. It's that same type of behavior just gets outside your comfort zone; learn how to deal with it and then all of a sudden you're comfort zone is like 10 times bigger because you did it.

**Rock:** Yeah a hundred percent and that's how what's the... If you get addicted to learning you get addicted to stalling and feeling what that's like after a while your nervous system adjusts and like you said you expand your comfort zone you become a new person. I say you keep on re-creating your identity and people that are living full lives they are growing all the time, they're looking for ways to grow and I say you need two things to be really successful in life: is you need a good work ethic which means you need to be able to motivate yourself, show up and care and want to go for things and you need to be curious, you need to be coachable, you need to be open, you need to see things from a different perspective. We've all seen the picture of the old lady and the young lady on the one picture; depending on what you look at you see something completely different. There are 360 different perceptions of any one given an event depending on your background, your experience, your heritage, etc. Culturally speaking, some people yelling is good to other people being very quiet is much more appropriate which is right. Neither is right nor wrong the more open you are the larger the spectrum you have to enjoy your life.

**Scott:** What you just said is like I talk about this all the time because like I tell my family, my kids I tell them this all the time and it's like we are all going through the same world, we all see similar events. Like you and I could sit in a conference room together and watch an event unfold and we would see it in different ways. You would see it in your way, I would see it in my way, I would hear it my way, you would hear it your way and it's amazing. We go through the world with similar or shared events but yet we see the world completely different. It's a lot like you know when you look at politics for example and you watch impeachment hearings or whatever and you hear like you see the world or you see the answers one way and then

everybody else is like well there's an avalanche of evidence. Then people are like where is the evidence? I have seen nothing. Because we're all kind of going through this planet in our own perspective, with our own filters and everything and it's crazy.

**Rock:** The funny thing is that we have to resist the temptation to think that the other person is seeing the world the same way we are.

**Scott:** Right.

**Rock:** We're like oh you know what Donald Trump is blah and we think everybody must think he's blah because we're looking at it through our filters. When I was younger my father used to correct my behavior, shall we say, by using his large hands on the side of my head and it created a ringing in my ear and even today if somebody eats an apple loud beside my ear it triggers something that makes me feel very insecure and unsafe. Now that person eating that apple could not possibly know about my programming. They're just innocently eating an apple and I'm kind of looking at them what the heck are you doing? Who the hell are you? So that's an example of you can't possibly know but for me loud eating of apples pisses me off. Does that make sense? Not really.

**Scott:** I've got to get an apple. Hold on there.

**Mark:** So Rock you're probably not even aware of it but even through our conversation you've brought up a bunch of different tactics that you use to live your best life. You brought up meditation, you brought up yoga, you brought up journaling, you brought eating clean and being a vegan, you brought up having passive income to have the time to do all of these things, you brought up mentorship. Are there any other tactics or strategies that you would recommend to somebody listening right now to live their best life?

**Rock:** There are so many because it's like looking at a golfer and saying he could hit a golf shot that's 30 yards from the green with 14 different weapons. He's got 14 clubs in his bag and depending on his creativity he could do it different ways and get the same result as somebody else or better. So there's many, many, many and we can get into it but I'll just say the one that I think that people overlook the most is what I call a daily audit.

What you do at the end of the day or what I do at the end of the day I mean I have my book and it goes with me everywhere it's a journal and an agenda and a planner and a goal setting device is I journal at the end of the day and I ask questions because questions directs focus and focus creates meaning. So at the end of the day if I look at my phone or watch TV and fall asleep

with the impeachment hearings on in the background it's going to create meaning and energy for me. However, if I go to bed and I take half an hour quietly and I read a quality book, some good thoughts and I journal and answer these questions. What did I contribute today? How did I grow? Who did I connect with? When did I laugh and what did I learn? What am I grateful for?

So some of my favorite questions and you write them out something happens when you write something out, it goes into your brain because you know I am grateful for the fact that I live in Phoenix Arizona where it's sunny 300 days of the year and it's beautiful. I came from Montréal and I actually created the wealth to be here and all my friends are back in Montréal many of them that didn't make the shifts that I made and they're freezing their butts off at this time of the year. God I'm so grateful that I actually get up early, work hard and do the things that other people aren't willing to do to get the life that I have today I'm actually a badass. I'm the type of person that I can depend on myself and I'm proud of the effort that I put in. I think it was P. Diddy or somebody else that got an award an Academy Award or something and goes, "I would like to thank myself for getting up early and working really hard and when everybody said it wouldn't work I said to myself I will find a way. I would also like to thank the little kid in me that was curious and hungry." And he went on and on.

So this practice of auditing at the end of the day allows you to be in what I call your plan for progress and when you have a plan for progress you have a plan for happiness because progress equals happiness for most people. When you plan to achieve a goal you have a plan for frustration, disappointment, anxiety. So I tell people like Deepak Chopra says, "You've got to set an intention and then you've got to let it go." So you set that goal to double your business, you set the goal to get the car and then you wake up every day and you enjoy each day doing the little things that gets you there and at the end of the day you take a reckoning with yourself and you celebrate and enjoy even the things you messed up and you go you know it was a bad day today. It was really a bad day. I ate that bag licorice and I knew I shouldn't have and I had 3 cups of coffee and now I can't sleep and God you didn't behave at your best. Journal, learn and tomorrow I make some new choices. So that would be the big tool I would give people and say that you know Mark that's one of the things that people don't get to but is it doable? Does it cost any money? No. So it's available for everybody.

**Mark:** I love it. Scott Todd, final thoughts?

**Scott:** Well I'll just have one final question for you and that is what advice would you give to somebody who seems like they are always self-sabotaging

themselves? Like what would you say to somebody that like they... I mean you've seen it, you've seen people it's like they have success and then they've got something going good and then they're like purposely blowing it up on themselves. What would you say?

**Rock:** Such a great question Scott. I would say that all suffering comes from less, loss or never. When we think that we're going to have less of something, somebody is going to finish the pie and I get not pumpkin pie we feel the suffering, we beat ourselves up I don't deserve it. They took it from me. I wasn't strong enough to speak up. When we feel like we're going to lose something: I might lose the job, I might lose the contract we suffer, we beat ourselves up and if we think that we're never going to get married or we're never going to fall in love or we're never going to have financial freedom, we suffer.

The antidote to all of those things is to serve. Show up and serve, give, make a difference in other people's lives. There's very little suffering that happens when you're helping another person because you're focused on helping somebody else which is innate as a human. So if you do that you'll find most people when they're doing that they're not beating themselves up they're like oh. Like if I was to ask you Scott if you could help me around something you have experience in most people tell me that they'll be like they'd be happy to help and when you're helping somebody else with your life's experience then you tend to feel good about yourself because you're not taking something that you've built inside yourself and giving to somebody else and that creates self-esteem. It's when people focus on I don't have enough, I didn't do it, they weren't fair to me and they play the victim that their life will suck long-term. Get out there and give.

**Mark:** I love that. I love that. So Rock Thomas your mentorship has been phenomenal and we're going to ask you for one more tip of the week: a website, a resource, a book something else actionable for the Art of Passive Income listeners to improve their businesses, improve their lives. What have you got?

**Rock:** Well I have my own podcast called the 'I Am Movement' so they can go check it out at [RockThomas.com/Podcast](https://RockThomas.com/Podcast) and they can listen to me talk to thought leaders like yourselves and talk about how the identity that we have for ourselves, the labels that have been suggested by our parents that you're too short, you're too tall, you'll never amount to anything are all just suggestions and just like a great hypnotist can suggest that somebody act like they're a dog and bark on stage.

There's a way to talk to the unconscious mind and then to reprogram that so that those suggestions that aren't serving you can be let go and that you can step into your own personal power. They can go to [RockThomas.com](http://RockThomas.com) and get my free book called *The Power Of Your Identity* and they can start the processes of the five steps to changing your identity. How I went from pizza faced to ruggedly handsome, from working hard to working smart, from being an employee to an entrepreneur and becoming financially free. So those are some of the quick resources Mark.

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

**Scott:** All right Mark you know here's the thing is we want to give. I mean Rock just talked about giving right and sometimes you have to like think about the giving that you have in your life. Like I've got to go and I've got to do something. I've got to write a check. I've got to do something that makes giving hard but you know it's amazing because when you go like this morning I went to McDonald's and they're like hey would you like to round up for the Ronald McDonald House? I'm like yeah sure no problem they made it easy for me. Like they made it easy and it cost me 85 cents or something. Let's say 85 cents well time to a lot of people is a lot of money.

Well check out this app it's called Momentum and you can get it at [GiveMomentum.com](http://GiveMomentum.com) and what's cool about it is that it's like an IFTT and if this then that type of a scenario. So like you can say like here's how much money I want to give a month let's say \$150 a month and then as you go through your day and things happen well then all of a sudden it will take the money and it will give it to some charities that you've predetermined. So for example let's pick on our President Trump every time Trump sends a tweet 10 cents I'm going to donate it to this foundation or every time I go get a cup of coffee I'm going to round up and give the money to a homeless shelter. Every time name Stephen Curry the shoots a three-pointer this charity gets this amount of money. So all of a sudden this app basically takes your life and makes the giving automatic and that's pretty cool.

**Rock:** I love it. That is very cool.

**Mark:** That's a great tip. I've got an interesting book I think Rock would like it is called *Total Freedom* and it is Jiddu Krishnamurti. It's probably not the easiest read but it kind of talks a lot about what Rock talks about and he's just one of those enlightened cats like a Deepak Chopra. Deepak Chopra I think learned a lot from Jiddu Krishnamurti and just you know how much needless suffering we have simply by what's in our heads and then kind of gets into total freedom.

Again I'd like to also recommend learn more go to [RockThomas.com](https://RockThomas.com), we'll have a link in the show notes. And just a reminder the only way we're going to get the quality of guests like a Rock Thomas from [RockThomas.com](https://RockThomas.com) is if you do us three little things you've got to subscribe, you've got to rate and you've got to review the podcast. Send us a screenshot of that review to [support@TheLandGeek.com](mailto:support@TheLandGeek.com) we're going to send you for free our \$97 *Passive Income Launch Kit* course as well as the latest wholesaling course *How To Double Your Money in 30 Days or Less*. If you're really ready to get into passive income in the most expedient way possible, climb up that mountain with Scott Todd; have him be your Sherpa learn more about Flight School at [TheLandGeek.com/Training](https://TheLandGeek.com/Training). Rock Thomas, are we good?

**Rock:** We are good. I just like to remind everybody that the words that follow I am follow you so describe yourself with intention, gifted, guided, grateful, powerful, passionate, playful. Whatever words that describes you at your best and then starts to live into that.

**Mark:** I love it. Scott Todd, are we good?

**Scott:** We're good Mark.

**Mark:** All right here we go one, two, three.

**Scott:** Let...

**Mark:** ...freedom...

**Scott & Rock:** ...ring.

**Mark:** Ring.

**Scott:** You've got it.

**Mark:** You've got it. All right thanks Rock Thomas.

**Rock:** No, thank you that was fun. That was great. I appreciate it nice quick questions and straight to the point. Good stuff.

**Mark:** Thanks everybody.

*[End of Transcript]*