



THE LAND GEEK

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

Mark and Scott Todd talk with: Erik Peterson - LandOpia.com,
Tate Litchfield - FrontierPropertiesUSA.com, Mimi Schmidt -
PartNParcelProperties.com and Mike Zaino -
ThreeLandGuys.com on The Land Geek Round Table

Transcript

Mark: Hey it's Mark Podolsky - The Land Geek with your favorite niche-y real estate website TheLandGeek.com and on this week's Round Table we have the usual suspects in quarantine. We've got the 'Technician' - Erik Peterson. Erik, how are you?

Erik: I'm doing all right. Glad to be here.

Mark: Good to see you. You still seem sane. We have the most feared woman in the country the 'Terrorist Hunter' - Mimi Schmidt. Mimi, are we safer?

Mimi: No.

Mark: Okay.

Mimi: I'm feeling well rested though about it.

Mark: That's good. Good to see you. We've got the Zen Master' breathe in the mailing, breath out the marketing - Mike Zaino. Mike, how are you?

Mike: We are doing great. It's great to be here, great to see you all.

Mark: It's a nice little coffee concoction that Laura made you.

Mike: Yeah, just you know it's very good.

Mark: Very nice. I love it when you call me Big Poppa' - Tate Litchfield looking well rested. Tate, how are you doing?

Tate: I'm good, trying to keep my sanity a little bit. For all those people out there complaining about being quarantined without young little children in your house stop it, just please stop.

Mark: Yeah. I think that the second season of [LOTS](#) needs to incorporate the kitties and how you block out time with that.

Tate: You know it is a common question we get though like how do you run a business and be home all the time. It might be a good topic.

Mark: Yeah, absolutely and last but not least the 'Brain', the 'Professor', the *Flight School* Sherpa - Scott Todd from [ScottTodd.net](#), [LandModo.com](#), and if you're not automating your Craigslist and your Facebook postings, [PostingDomination.com/TheLandGeek](#). Learn anything about anything [InvestorNinjas.com](#). Scott Todd, how are you?

Scott: Mark, I'm great, but the only problem is that the quarantined Land Geek team doesn't really look like the unquarantine Land Geek team. It still looks the same, we're at the same exact spot.

Mark: Yeah I think that's what we're going to talk about on this podcast is how we're all staying sane during quarantine, but before we get into that topic I do want to just remind the listeners today's podcast is sponsored by *Flight School*. Learn how 16 weeks can literally transform your life because once you start going up that mountain of passive income with Scott Todd as your Sherpa quickly, safely, efficiently it can be transformative. To learn more, see if this is right for you just go to [TheLandGeek.com/Training](#).

So Scott as alluded to the beautiful thing about our business is that from day one we've always been virtual in every aspect of the business. We physically don't even go look at properties, we don't physically meet with customers it is a 100% virtual business. So not only that but it's asset-based. So we are

not even exposed in any way to the turbulence of the stock market that's not affecting us, any type of distribution chains like you know manufacturing in China we're not affected. Basically what we've learned through all this is that we're in a really great business model.

I'd love to hear the counterargument to that. Does anybody have anything that would say well it's great but it would be better if...? Erik devil's advocate on this?

Erik: I don't know what could make it better, I don't know. I mean I feel pretty blessed to be in the situation I'm in you know. I think that I mean especially in the current situation I mean just like you said I mean it really hasn't changed the way we work at all and a lot of people can't say that.

Mark: Yeah. I mean Mike Zaino any counterargument to this?

Mike: No. You know Mark I always talk about being grateful and just how grateful I am to have this business. I guess exponentially so at this time, right, it's just it's incredible. We always talk like you said with whom you want, where you want and when you want this is where you want like totally with a magnifying glass. I mean this is we are working from our home and you know cognizant of the fact that there are people out there that are losing jobs and it just make me so grateful, it really does. Sales are still coming; I mean I have arguably more leads than before.

I think that our land all of us our model we're not in for lots we're people that own land that's away from cities, few hours away from major cities and all of that. All of that you learned with Scott Todd in *Flight School* but if you look at like a heat map where all of this is going on it's not near our properties and this is where people want to be. So it's just amazing and on the purchase side you know not that we're out there trying to take advantage but there are people that are looking for cash, I'm getting ready to make some big bulk purchases that are really good. So in all aspects it's incredible, I feel so grateful to be associated with all of you guys and to be up this opportunity. I can't have a counter argument all I can say is man am I grateful.

Mark: Yeah, yeah. Mimi, what are your thoughts?

Mimi: Completely agree it's ops as usual here it's just I'm spending a lot of time cooking right, so that's the challenge is that I have all these extra duties it's just getting over that but otherwise everything is really good, I'm very grateful. I hear about all the unemployment, all my neighbors that are

filling out of employment that are white-collar executives even it's just shocking.

Mark: Yeah, we're really, really blessed. Tate Litchfield, what are your thoughts?

Tate: Yeah, I know counting my blessings like everybody else every single day but you know it is kind of business as usual for us not much has changed. In fact you know my wife we were talking to a really good friend and they were like. So how is this affecting you guys?" And she's like, "Argh we just can't go out right now." I mean that's kind of the main thing and like everybody else already mentioned we are really proud of what we have and proud of what we've built...

The cool thing is we're not alone now. There is a lot of other Land Geek members and people like I got an email from somebody actually in UK yesterday and they were saying that they lost their job and their sole point of income is now their passive income from their land outs and it's going to get them through this hard time. And it's pretty cool to know that we were able to teach somebody how to bring in a secondary form of income in their life that will help them weather the storm.

Mark: Yeah. I mean this is really that perfect umbrella for that rainy day that inevitably comes and that's why you pay the price to start a business that provides a passive income for times like this whether it's some type of pandemic or natural disaster, your company goes through a downturn. There are so many things in life I mean it really makes you appreciate just how we are all sort of skating on thin ice and we're so vulnerable and there is so much out of our control. So the things that we can control it's really just makes you appreciate that. I mean I like to say Scott Todd is that pig that built his house from bricks because you literally did it, right?

Scott: Yeah. You know Mark it's funny because there is a couple of thoughts that I have going through this whole mess. Like one is the best time to plant a tree is 20 years ago. You can always look back and say man I should've done this a long time ago and you can't worry about that but the second best time to plant a tree is today. So you know whether you're just getting going or you haven't built up the passive income enough use the spare time to get it going right. Like this whole thing, this whole pandemic thing it really does show, it shows me the cracks in the system and what I mean by that is look around at all of the stuff that we thought was like recession proof I'll give you some examples. I mean this is just what is going through my brain during this whole thing.

Like a buddy of mine owns a number of great sports clips franchises and you know for a while I was looking at investing in this sports clip franchise because it's recession proof and I'm like man it's going to produce risk free money in the recession whether I mean people will still need haircuts. Well I went to the sport clip franchise the other day guess what they are closed nonessential services because they are in your face. Wow, I would have never seen that coming.

Let's see while I've had my shiny objects syndrome out in the last few years, you and I talked to guests on the podcast about you know FBA - Fulfillment By Amazon let's go start an Amazon business we can make millions. Well that's cool except go try by something on Amazon right now that's not essential, go try to buy something electronic or a cable which I love to buy you can't buy them it's 30 days or more out you can't go buy these stuff. So imagine if my entire business was built on Amazon's platform?

Mark: How about AirBnB? I mean it's like we loved that AirBnB model.

Scott: AirBnB we had looked at that. I mean we've looked at that.

Mark: Yeah.

Scott: Imagine you've got I think you and I both know a guy he's probably got 15 to 70 AirBnB units okay. Like man that's a lot of money to payout when it's not coming in. Like when the good times are coming it's great but guess what in a pandemic which none of us could have anticipated he shut down, he's out of business. I don't know how he's paying the bills. Okay he's hoping I think that the landlords will let him go. I mean ATM investing what happens when your bar or restaurant shuts down. Like help let me get my money please, I need it it's in there, I've got to cash out.

So you've got all these businesses and then what survives? Like look around what are people doing? You know we've talked about the land like Erik mentioned the land we're buying or maybe it's Zaino who said it the land we're buying is more remote, it's not in the cities. People they want that remoteness now, they want that isolation we've got the commodity for them and I've got to tell you I'm not seeing a reduction in kind of traffic and at the same time we're offering something that people can afford that's the secret.

Mark: Yeah. It would be interesting to just go around and get an update. Erik and I did a Facebook Live yesterday where we were talking about is now a good time to get into the land business and he knows it unequivocally, absolutely. But Erik just starting with you have you seen any jinx in the armor so to speak in your land business?

Erik: No, not outside of what we talked about yesterday and that was that I think since Friday last week I had two of my customers contact me and asked if it was possible to skip the next month's payment. And my response was basically that they couldn't skip that payment but instead I would be willing to give a reduction of the payment by up to 50% for the next month and then we can reassess after that and continue to move forward.

So my goal is to help out people if I understand their story and think it's valid I'm more than willing to help them out but I still want to collect some money because that's how I pay my bills. So yeah I mean that's really the only thing I've seen and out of all my notes I mean that's a very small percentage so far that have reached out.

Mark: Yeah. How about you Mimi, what are you seeing out there?

Mimi: My purchases of land have slowed down a little bit because of the older folks that are not going out to get the documents notarized. So that's interesting trying to help them find options that are low risk for them that's about it. Otherwise everything else is the same.

Mark: Yeah, people are still making their payments.

Mimi: Yeah. Everyone is still making their payments. I haven't had one person default knock on wood now that I have said that otherwise it's all good.

Mark: Yeah. How about you Zen Master?

Mike: No reduction in sales, acquisition is still moving forward. You know this kind of what we were talking when we kind of consider the value of our community as well some more because as I told you before like nobody really that's not involved in land investing wants to hear you took \$100 and turned it into 300 or 400 or 1000. Just people are going to look at you and be like that you're bragging like so that's what the community is like. But now especially more than ever right now nobody what's to hear that we're making sales.

And so this community is a way we can come together in this difficult time and still motivate each other and still celebrate our wins and really highlight our niche and how great it is. But no because we've had no change, we've had sales, we're buying property there is no real change. So I'm glad that I have you guys in the community to talk about that because well who else am I going to tell? They don't want to hear it for sure.

Mark: Yeah. I mean comparison is the thief of happiness and now we are that vehicle to right all this unhappiness for all of our friends that are not in this niche.

Mike: That is very true.

Mark: Yeah. I mean I just talked to my buddy in Chicago and he's got to work from home and he has two young kids and you know he's not used to working from home he's like I don't know how you do it. It's like how are you productive and I'm like I don't know. I didn't know what to tell him, I'm like you just got to have some good boundaries and find an area where you're going to be uninterrupted and you know just make the best of it, you know have a schedule like you would at work, like don't just constantly take coffee breaks and you know snack all the crap they snack on Chicago. I feel like there is a cheese curd joke here but Bossman is not on the Round Table today. But Tate anything that you've been seeing?

Tate: No, honestly it's business as usual. I wish I had something more exciting to report but I guess that's why I'm in this line of work right. I want things to be as boring, predictable and dull as possible because that's why I can outsource them. So the fact that I've got nothing exciting to share is a good thing in my book.

Mark: Yeah. I mean that also I think makes sense why you are cyclist.

Tate: Boring, right? Just like riding your bike, going around and around and around. Yeah, I guess it's fitting.

Mike: At least he goes somewhere. He just doesn't stay on the spot.

Tate: Yeah. I was going to say the only thing worse than that is staring at an iPad for 50 minutes.

Mark: The only reason I made the cycling joke is the condescending look that Tate gave last week when we were talking about the Peloton is still sitting with me.

Tate: Cut's like a knife doesn't it Mark? It cuts like a knife.

Mark: It does cut like a knife. So, there you go. How do you like that little paper cut back at you?

Tate: It's fine.

Mimi: I knew it.

Tate: I mean it's a little bit of a low blow especially since we weren't at that part of the podcast yet but I know the gloves are off now. I'm prepared for the rest of the call.

Mark: I'm glad, I'm glad. Well to hopefully support me. Scott Todd how are things looking at your business right now? I think Scott's took off. Scott, are you there? He's on mute. You know what he was probably like you know if they're going to start talking about cycling I'm leaving.

Mimi: I'm going to say because they're so many more things I have to do around the house now because we're all here, so we have to cook more, we have to clean more. I'm having to push more things on my VA's. I'm pushing them to do more things because I just don't have all the time. So that's a good thing, right? Because the more they learn the more they take over then the less I have to do.

Mark: You know it is true and in a way I think that is an advantage. I actually just had a call because I was doing those quick 15 minutes calls with people from the community that just wanted to talk and I had a client take me up on it and off all things he was blind and he's working the business blind and he's like for due diligence I can't see the map. So I said this is an inherent advantage you have you're forced to outsource a lot of this business where other people they're kicking and screaming to make this business they want to make it a job. I'm like to me you have this sort of inherent advantage and he's like, "Wow, you're the first person to ever tell me it's not so bad to be blind." I'm like you know.

Tate: That's an awesome story. We should have Matthews on someday that's amazing.

Mark: Yeah, and he's doing it. So I mean he knows how to do this obviously but as far as like you know the accessibility features on the computer but that piece - the visual piece of it - he's forced outsource. So Scott we mentioned you had taken off over making fun of the cycling. But I wanted to ask how things are going with your business?

Scott: Yeah, I mean for the most part it's still moving along. We haven't really had anybody that says that they want to kind of default on the property. We did have one person that they had just bought the property I told the story before but they had just bought the property and like three weeks beforehand and their first payment is up and they both lost their jobs

and so they asked for difference. So you know I can either do that or I can refund them the money. So I figured I would give them the difference but basically just as Erik mentioned you know like I don't want to do if at all possible, if somebody needs a pay reduction we can reduce payments and work on a modified plan but essentially you know we all have to keep moving forward.

And you know I'm sure that other things will change but hopefully it works out for people and I think that the most important thing is that one of the things that we offer to our customers is that we're not a bank. That's one of the things that we can probably say is we're not a bank you're working with the owner. So as long as we all make good decisions for our customers and for our businesses I think we'll come out the other side stronger and we'll build even more solid relationships just by doing the right thing as opposed to doing the corporate thing. You know like let's not be the corporate bureaucracy, lets show our value to the world which is we provide something that nobody else is doing which is owner financed land.

Mark: Yeah, you know it's so true. So I thought as another sort of Round Table discussion we can just talk about how we are each staying sane in quarantine. I mean I've got three teenagers doing online schooling and having to you know that's an adjustment. Scott I know you both your kids are home, right two teenagers?

Scott: Yeah, they are.

Mark: Mike, how about you what's going on with your family?

Mike: Well, we have my daughter, my son but they are not in school but my youngest daughter she is doing homeschooling. So yeah, it's a little bit of a shift but I think to stay sane Laura and I am doing some get outside and get some fresh air type of walks and also doing yoga on the TV type exercises. And actually, for everybody out there Mark, you and I we love them [00:21:44] [indiscernible] it's at 50% off he's stepping up because of the situation. So I know you've been through. I just bought one of his newer courses with the yoga so we're starting this afternoon and I'm very excited.

Mark: Fantastic, fantastic. Now Mimi, are both of your kids at home?

Mimi: Yes. I am actually enjoying it.

Mark: So you're doing extra stuff though. So how are you staying sane during this?

Mimi: Well cooking and baking right. Cooking rolls, making three day pasta sauce, homemade meatballs all kinds of good stuff, big breakfast. We're actually having a lot of fun doing that but running, exercising to combat the eating side, and yeah that helps me get out [00:22:31] [indiscernible] a little bit. So that's helped me stay sane but I think just taking some time by myself every day to kind of focus is helping too because it gets we're all together, all the time we start to rub on each other's nerves. So I think it's important to get some time by yourself to center yourself every day.

Mark: Nice. Erik, how about you how are you staying sane? You've got one teenager, right?

Erik: Yeah, one teenager and one about a year away from that but yes they're home. They're doing online school right now, their teachers are sending their lessons and they're sending them videos and they're doing zoom calls and all these stuff. So now you know last night Ezra was saying well I can't do that tomorrow I have a Zoom call at 10:00 and it was just so funny to hear him say that because I mean it sounds like something I would say, right?

Mark: Right.

Erik: Well I've got a Zoom call at this time but yes so we're all home but when the weather is nice we're trying to get out for walks or take family bike rides, play games, you know just do different stuff. Try to get out of the house when we can but trying to be safe at the same time so yeah.

Mark: Fantastic. How about you Tate?

Tate: You know I've got young kids. My kids are very much dependent on us so we are still very much in the entertaining phase. So I mean we're home, we're staying safe, we're going to a lot of walks, we do a lot of crafts, we're cooking and baking like Mimi is and you now I'm still riding my bike quite a bit to kind of just break things up. But I mean I complain a little bit but the reality is we kind of got used to this a little bit when you have these really young kids in the house it's not like we go out but anyways. You know we're not out going to restaurants. At 7 o'clock hit and it's like it's bedtime I don't care what movie is playing it's not worth being out for. So we're pretty much kind of used to it at this point and we just miss our friends and my wife tells you she misses Target. So other than that it's just normal.

Mark: Yeah, yeah. Scott Todd, how are you staying sane?

Scott: You know look here's the deal is that I don't really have... the things that I do I don't really go out anyway. You know I'm not going out to bars or whatever you know the things that we don't we do it. Like one of the things that my wife and I enjoy doing is going out for lunch every day and you know with that we've had to now resort to pick up. So we're picking up then we're eating in the car right. So it's like little things like that we try to keep our normal order routine going but just obviously doing things a little bit differently and then you know basically I'm still going out to the hanger. I live in Florida so guess what the boat ramps are still open so that's a win. There is new social distancing for boats believe it or not; you've got to be 50 feet away from other boats.

Mimi: Wow.

Scott: I don't know.

Mark: Wow.

Scott: The police are out there in the water making sure you're more than 50 feet away and by the way if you go dock at island, sand bar or whatever you know I think that's where that 50 feet come in is you've got to be 50 feet away from it if you dock. And you know we're not hanging out with a bunch of people anyway we're hanging with our family anyway and well the other thing we've done is just separated you know like literary not seeing older family members, keeping an access to them very limited and beyond that you know when I actually got to get away I head to the man cave. What can you say?

Mark: Yeah. I think we can all agree you've lost complaining privileges.

Scott: I'm not trying to complain here. I'm just you know...

Mark: I know you're not but if in the future you ever did we'll just tune you out basically.

Scott: Like I do I feel bad because like I was going on a... I thought about taking the boat out on the weekend and then my wife was like I don't know let it wait a little bit longer and then I see this guy he is like a billionaire and he posted this picture that he is in self-quarantining in the Caribbean...

Tate: I saw that.

Scott: ... on a half a billion-dollar yacht or whatever and guy is just getting creamed and I'm like maybe yeah maybe I just won't say anything.

Mark: Yeah, yeah you know for sure. I mean for me not much has really changed I'm still keeping my routines: exercising, meditating, making my wife crazy, those are all things that I enjoy doing you know. I'll tell you what was sad was the boys were like hey let's go throw the football around in the backyard and it came where it hurt my right arm to throw the ball. It was like one of those harder footballs it's like hurting to catch the football I'm like, "Guys, can I just watch." Like I'm getting old and I think they made a crack about you know Tate and he'll probably just jump on the Peloton and something about we wish you were young like Tate because he would definitely play with us.

My daughter is doing a lot of Tic Tacs, she's doing if you saw it's the most adorable thing. She's doing her dance class via Zoom. So she dances in her room, with her class via zoom when instructors are in the dance studio and then to keep the resentment meters low as possible with my wife I'm doing a lot of cooking. So you know she's just taking a break from it and I'm going on and you know if those of you are not used to cooking I watched that Netflix show *Salt Acid Fat Heat*, he's like I can make anything taste good if I just do these four things. So you know surprisingly they like my cooking now so I guess pretty good.

Mimi: Win-win.

Mark: Win, win, win. So I'm on staying relatively sane, calling a lot of friends, family, talking to clients as much as possible. If I'm ever bored I just call Matt Forbes, I'm not joking it's fun.

Mimi: I bet it's fun.

Mark: So fun. Him and Emily are unbelievably fun. So I feel like we should all go around. I know what Tate's tip is going to be; like our tip of the week of like our Netflix show that were currently binging. So Tate we'll start with you.

Tate: All right. This might not surprise anybody but if you haven't checked out *Tiger King* it is terribly unusual and strange and highly addictive and just I'm speechless for it. So please watch it and let us know if you think Carol did it or not that's what we need to know.

Mark: All right. Erik?

Erik: Let's see I'm probably behind but I just finished *Jack Ryan season II* on Amazon.

Mark: You're way behind. I don't know if we can give that as a tip honestly?

Erik: That's a good tip. That's what we're watching.

Mark: Mimi was talking about that like six months ago.

Erik: What can I say?

Mark: Sorry, I'll give another tip, something more current.

Tate: I think he kind of flexed on us Mark in a sense he's like yeah I don't even watch TV basically, that's what he just said was.

Erik: That's not true.

Mark: Yeah, yeah exactly. That's like an SNL skit. Oh TV I'm sorry I've been reading and listening to Bach and Mozart while I sip my wine. So that's good. I have a feeling like this is like a JotNot Pro moment. Mimi Schmidt, how about you what's the Schmidt show?

Mimi: I've been watching The English Game it's about how soccer developed or football developed in England. It was created by Julian Fellowes who created Downtown Abbey. I really enjoyed it

Mark: That's kind of an intellectual little show to watch as opposed to Tiger King.

Mimi: They have like Downtown Abbey, pomp and circumstance, mixed with the whole athletic soccer thing. Like old athletes and what they used to wear a 100 years ago, 140 years ago is super interesting.

Mark: That's awesome. I get the sense that you and Erik could start like you own sort of intellectual club and just you know the two of you could be like well if these guys are one category but we're sort of more [00:32:04] [indiscernible] shall we say. I'm not making fun of it I'm probably because I'm sort of culturally inferior I feel uncomfortable.

Mimi: Okay, the main character is really handsome. So like my professionalism and sophistication prrrr he's really good looking. Try it out ladies.

Mark: All right fantastic. Zen Master, how about you what's your tip?

Mike: Well Erik I can't believe it has got to me and no one has mentioned the obvious I'm going to let that go to the end. I know there is one obvious one but so I'm going to go with just a movie that I just watched because you can rent them on the TV. Obviously you can't go to the theaters so on *The Way Back* with Ben Affleck that's a great, great movie I just watched it last night. So anybody who... he is a basketball coach and it's kind of different but it's you know the kids are first and they loved it. I'm not going to go with the obvious TV show that everybody has on the tip of the tongue but *The Way Back*, Ben Affleck movie you can rent it in and it's cheaper than going to the movies with like kids because it's just one [00:33:13] [indiscernible]. So that's a good one.

Mark: There you go and you know while we are on that point of high culture you know Mike c'mon you are in that group too. You're always reading some intellectual book. What are you reading right now?

Mike: You know I've been taking a break from the reading. I have been really listening to a lot of podcasts and whatnot but you know I did recently start listening to Ray Dalio again because you can basically put it on a loop forever and ever and you won't even know when it starts over again because it's like the principal 609.5. You know it's like it keeps going and going. So Ray Dalio, Principles this is a great time to dig into that and to kind of think about your business and what not.

But I've been doing a lot of podcasts. I love *Joe Rogan Podcasts*. In fact if you want something that's fun listen to one he did with Jake The Snake. Anybody who used to watch wrestling back in the day it is probably there is one moment when... anyway you watch that one. He's got some great guests in there too, some people who are talking about what's currently going on right now, he's got some astrophysicists. So that's a great thing as well the Joe Rogan podcast.

Mark: Very cool. Scott Todd, how about you?

Scott: Okay I went let's see this one is a little bit outside and I don't normally watch like *The Bachelor* or anything like that but *Love Is Blind* I think it is what is called on Netflix. *Love Is Blind* and even my wife is not a fan of those shows either. She's not a fan of them either, but guess what, she's like I'm like we've got to watch this, this look like a train wreck waiting to happen.

Mimi: Oh yeah.

Scott: We watched and she's just like wow I can't believe that I actually found that show interesting.

Tate: What's it called again?

Scott: I think it's called Love Is Blind on Netflix, let me look.

Tate: Oh there it is.

Mimi: Yeah, my daughter is watching it.

Scott: Yep that's it.

Mimi: They are like in the cubes or whatever and then...

Scott: Yeah, yeah it's interesting, it is definitely interesting.

Mark: All right very good, very good. My tip I'm only on Episode 5 but if you've got Netflix I'm loving *Ozark*, loving, loving *Ozark* right now. But that is our staying sane quarantine tips of the week but let's go into business mode and let's pick on the 'Terrorist Hunter' Mimi Schmidt for the tip of the week: a website, a resource, a book something else actionable for *The Art Of Passive Income* listeners to go improve their businesses, improve their lives. What have you got?

Mimi: So I've got a link to the [National Notary Association](#) they have a bulletin on coronavirus because I noted that my purchases are a little slower because older people are not able to get to the bank. So it talks about here what they are suggesting a notary still has to take your ID and hold it, the notary still has to exchange the paperwork from you. Like I thought what if drive up to the bank and I use the drive through for my notarization because they all know me anyway. No, the notary association says that they have to see, they have to hold your ID, they have to swap the paperwork with you.

They are suggesting this window notarization, window-separated signing but you'd have to call your bank or wherever you usually go to get things notarized and ask if they can even accommodate a window separated signing. Like mine doesn't, I can go from 9:30 to 1:30 and it's just like a normal notarization I'm exposing myself to coronavirus. So call where you usually get your notarization done and see what kind of accommodation they have and take a look at what the rules are but it is what it is right now.

Mark: All right that's a great tip, that's a great tip. I want to thank you guys for jumping on and providing value for the Round Table. Hopefully everyone's enjoying the Round Table podcasts. If you are the greatest compliment we can get is if you do some little things: you've got to subscribe, rate and review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we're going to send you for free the \$97 *Passive Income Launch Kit* course as well as the latest wholesaling course *How To Double Your Money in 30 Days Or Less*.

I also just want to give a shout out to the *Flight School* students that are enrolling tonight because if fortune favors the bold and Mike and I were talking about this before when there's so much uncertainty with the economy and all the bad news people go into three responses: freeze, fight or flight and we've seen people are freezing. Like they can't make any kind of decision right now with anything in their lives they're just kind of waiting and then you see the people that are in the flight mode they're like hoarding things and doing sort of you know crazy things they wouldn't normally do. But then you've got the fighters and they're saying okay now is the time for me to you know make lemonade out of this lemons and those are the people that have enrolled in *Flight School* during this time and just I want to congratulate all of you for taking that, making that bold move in the face of uncertainty even though intellectually we all know this too shall pass. But when you're living through it, you're watching the news it doesn't feel like that and so congratulations to those of you joining tonight.

And that being said I just want to again thank everybody. Are we ready to do this? One, two, three.

All: Let freedom ring.

Mark: And wash your hands because you know I was going to do that. I'm going to get hazed for that one.

Scott: Mark, you know I now know how our guests feel on the podcast when we just break out with let freedom ring it is shocking. Like, I'm speechless but good job Mark.

Mark: Thank you.

Mike: I did look away and it felt a little better. I looked away at that time and it felt a little bit more coordinated.

Scott: Yeah, it's all good.

Mark: Yeah. Mike, are calls down right now at the fire department for you?

Scott: No.

Mike: No, but I haven't been there Mark because when I had traveled I was out of the country so I had to self-quarantine for 14 days so that will be over April 7 but they are trying to you know reduce any way possible you know exposure, you know from us to other people because as you know some people could have the virus and not be symptomatic. So it's definitely a difficult time, like the one that they are trying to mitigate but if that's possible. But I'll be back in full swing next week.

Mark: All right fantastic. That's good to know. I was talking to Paul Brewer and he said like their calls were down like 17% because you know [00:41:07] [indiscernible].

Mike: ... reduce the accidents: car accidents all these types of things you know like I guess it will make sense they will slow down because no one is really going anywhere, or they shouldn't be anyway.

Mark: Yeah absolutely, absolutely. All right, well stay safe out there, be well and we'll see everybody next week.

[End of Transcript]