



JIM HARSHAW JR

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #119

Mark Podolsky

Armed with only \$3,000, gut-wrenching fear, and absolutely no real estate experience... Mark bought his first few parcels of raw land in 2001.

Today Mark is the owner of Frontier Properties, a successful land investing company, and has been buying and selling land full time since 2001. By focusing on working smart, not hard, he has completed over 5,000 land deals with an average ROI of over 300% on cash flips, and over 1,000% on the deals he sells with financing terms.

Prior to his land investing success, Mark had a high-stress, soul-crushing corporate job, and felt trapped in a state of solo-economic-dependency (i.e. his income stopped as soon as he stopped working).

Now mark teaches, coaches and mentors others to help them achieve their financial goals.

Quotes

"I just think, what's the really worst thing that can happen and is it that bad?"

"Before you go to bed, you need to kiss your child as if this is going to be the last time you can kiss them."

"I realized I needed a business mentor to help me with my stuff."

"Failure is a great teacher as opposed to success."

About Passive Income

Passive income is doing that one thing, and then having that income come on a recurring basis. For me, that one thing is selling an asset one time, and then getting recurring income every single month. But what's awesome about my way, doing it with a raw land, is I don't have to do it with a renter, rehabs, renovation or rodents."

About Negative Visualization

"What I've been doing is this negative visualization every morning. It's really helped me with my gratitude exercise. The negative visualization not only reinforces gratitude but when bad things do happen, you're a little bit more prepared for it as well."

About Clutter in the Head

"When you have all this stuff that's cluttering your head, it drains your energy. Then you start procrastinating because you have this ambiguous dread or fear in your mind that's not really concrete. And then you write it down on paper and you see it, then you're like, 'Oh, I can problem solve it.' You become in a different state of mind, you become more motivated now. So now it's not about procrastination, it's about taking action and that leads you down that path of something good is going to happen either way. You're going to get better at something by taking action as opposed to being in this fear state."

Action Item

My website is a good start because there's a lot of free information and you can get our e-book, *How to Avoid the Three Fatal Land Buying Mistakes*. You can get our podcast every week and you can get our passive income blueprint.

Tool

Being geeky, I love automation so I'll give you my three favorite automation sites:

- <https://ifttt.com/>
- <https://zapier.com/>
- <https://airtable.com/integrations>

Reveal Your Path Compass

<http://jimharshawjr.com/wp-content/uploads/2017/11/Goal-Compass.png>

Recommended Books

A Guide to a Good Life by William Irvine:

<https://www.amazon.com/Guide-Good-Life-Ancient-Stoic/dp/1522632735>

Ego is the Enemy by Ryan Holiday:

<https://www.amazon.com/Ego-Enemy-Ryan-Holiday/dp/1591847818>

The Undoing Project by Michael Lewis:

<https://www.amazon.com/Undoing-Project-Friendship-Changed-Minds/dp/0393254593>

Principles: Life and Work by Ray Dalio:

<https://www.amazon.com/Principles-Life-Work-Ray-Dalio/dp/1501124021>

Websites and Social

Website: <https://www.thelandgeek.com/>

Twitter: <https://twitter.com/TheLandGeek>

YouTube: <https://www.youtube.com/user/TheLandGeek>

Podcasts:

<https://itunes.apple.com/us/podcast/the-art-of-passive-income-podcast/id1125069143?mt=2>