

How *Flight School* helped Chad and Hailey Swanson create a *multiple 6-figure income* and begin to look at life — and parenting — in an entirely new way



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Chad and Hailey

When Chad and Hailey Swanson found Flight School, they were struggling to create the family life they wanted around the requirements of Chad’s job.

As a first responder, Chad typically works 70 hours a week — a schedule that had made it nearly impossible for him to see their first child, let alone his wife Hailey, who in June of 2020 was pregnant with their second.

“I can’t speak for all first responder wives, but in our case, Chad’s work schedule is a lot,” Hailey said. “He was seeing our baby

maybe once a week. He was on a super tight schedule, and he would be gone before the baby woke up and would be home long after the baby went to sleep.”

“We needed to find something that allowed him to be the parent we both wanted him to be.”

Chad said that both he and Hailey thought that another passive income opportunity might be what they needed to restructure their work

and family life, but they weren't aware of any that they didn't already know about, or weren't already involved in.

They had been investing in real estate for several years, starting first with single family homes and then adding apartment syndications.

Because of these investments, it made sense for Hailey to become a real estate professional so they could take full advantage of the tax benefits on their properties, so Chad began looking for ways that she could achieve this qualification.

One day, while listening to The Investor Mindset podcast, Chad heard Mark Podolsky talk about how he'd changed his life and created a substantial passive income through investing in raw land.

“When I heard Mark on the podcast, it clicked,” Chad said. “A land investing business was a great way for Hailey to get the hours she needed to become a real estate professional and it was also something she could do from home.”

So, they explored The Land Geek's products and quickly decided that signing up for Flight School would be the best — and quickest — way for them to build their business.

“I like to read a lot, and it seems like every book I've read talks about the importance of mentors,” Chad said. “I knew The Investor's Toolkit wouldn't

be enough for me because I need someone to walk me through things and bounce ideas off of, so Flight School was way more appealing to us.

“Then when I found out they guarantee you will make your money back or they'll refund your Flight School tuition, I was totally sold.”

Because of Chad's busy schedule, the couple wasn't able to make it to the live sessions of Flight School, so they followed along at the same pace while watching the recorded videos.

Hailey said that despite not being in the live sessions, they still had everything they needed to succeed.



“It worked out perfectly,” Hailey said. “I think the way Scott Todd leads you through the program is just amazing. Every video we watched answered all of our questions and helped everything make more sense. There are so many little nuggets in each video — like the price matrix or how to pull up the GIS map in certain counties — that we thought, ‘Even if we just learned this one thing, it would make Flight School worth it.’

“We started with absolutely no knowledge of land investing and the program walked us through everything perfectly.”

Chad and Hailey said that when they reached the part of the program where they needed to buy some property wholesale, it was great that they didn’t have to look farther than the Flight School community.

“We ended up working with another couple who was in Flight School two months before us, and that was really helpful,” Chad said.

The couple bought four wholesale properties, and after one month they sold two of them for a great return.

“We bought the properties wholesale for \$2,500 each and sold them on terms for \$8,500 each,” Chad said. “We were very excited about it. Selling those two properties made us back all of the money we’d invested in Flight School.”

Chad said that, despite having a rough start with the response rate they received from The Land Geek’s mailing process, they were able to sell their third and fourth wholesale properties — and learn a valuable lesson in the process.

“In our first mailing, we mailed 2,000 letters and only got one response,” Chad said. “That was tough, but thankfully it showed us how important it is to focus on the process and not the results. Scott told us that if we’re not getting a good response it’s because our pricing

is off, so we were able to figure it out, adjust, and find our pricing sweet spot.

“But from the one response we did get, we ended up selling two properties.”

Chad and Hailey said that from their (thankfully short-lived) rough start, their business — and their success — began to snowball.



Since joining Flight School in May of 2020, they've sold 113 properties and have created \$14,100 in monthly passive income (excluding property taxes and fees). In addition, they've made \$107,150 in cash deals in the first eight months of 2021.

Chad and Hailey said they were shocked by how quickly they saw results in their business — and how quickly their land business surpassed the returns of their other real estate investments.

“What started as a way for Hailey to get enough hours to become a real estate professional quickly turned into, ‘Wow, this really works!’,” said Chad. “Pretty soon, it was beating everything else we were doing for passive income.

“When you consider the amount of money that needs to be invested versus the amount of passive income that is generated, our land business is just unmatched. We'd invested a good amount into syndications and weren't seeing the results that we were able to see with the land business pretty early on.”

“We didn't expect that, though,” Hailey continued. “We definitely started out just going through the motions. We focused on the mechanics of the business — like the mailing and the marketing — and not so much on the results. Then all of a sudden we looked up and thought,

‘Woah, these are really good results.’”

The couple said that an added benefit of their land investing business has been how easy it's been to run together.

“Chad finds the properties to buy and does the deals,” Hailey said. “It works out great because he's firmer than me, and a better negotiator. I do all of the sales and marketing, and that's great because I'm more of a connector and can really sell the properties that we buy.

“We've tried working together in the past and it hasn't gone well. Finally we've found something that we do well together.”

Chad and Hailey said they're excited to see how much more growth they can see in their land investing business. To achieve that, they're beefing up their inventory of property, receiving one-on-one coaching from Tate Litchfield, and exploring ways to automate their business and hire help so they can gain back more of their time.

“We want to step back a bit,” Hailey said. “Life is so crazy right now. We now have a two-year-old and a 6-month-old



and it's hard to get on the phone and talk to people, and we want to be able to give our kids more of our time."

Chad said that because of the success they've seen with land investing, gaining back that time is very doable — and also opens up options for them.

"For the first time we're able to step back and ask ourselves what we want our lives to look like," Hailey said. "This business and the income we've created has given us back the freedom to choose."

Chad and Hailey said it's having those options and possibilities that has been the greatest gift they've received from their Flight School experience — and it's a program and process they would recommend to anyone.

"Flight School is the hand-holding you need to start your own business so it can carry on on its own," Hailey said. "It can be such a complicated business, and if we hadn't had Flight School we would've sat there twiddling our thumbs. The Flight School coaches hold your hand through the whole process and

show you exactly what to do. When you're done you have the confidence to run your business on your own."

Chad agrees, and said that if you're willing to do the work, the ROI that's achieved through land investing makes it worth it.

"It's definitely a lot of work, but you'll always need to work toward whatever income you bring in," Chad said.

"Investing in raw land is definitely the best bang for your buck. The amount of time and money invested definitely yields the greatest returns."



**THE LANDGEEK**

To learn more about *Flight School* and how it can create more income and more freedom in your life, *click here.*