

## How *Flight School* helped Steve and Tonsha Hokanson leave corporate America, *build* a 6-figure stream of income, *gain* more control over their life, and even *strengthen* their marriage



“Flight School is a really unique opportunity. It’s been a blessing not only to us, but a way for us to bless others, too.”

*Steve and Tonsha*

When Steve and Tonsha Hokanson found Flight School, they were reeling from the stress of Steve’s corporate job.

As a mid-level executive in the insurance industry, Steve was working 60-80 hours a week, helping to lead his company through a system conversion that was not going well — **a process that had left him overworked and overwhelmed.**

“I had a lot of responsibility and had no real voice,” Steve said. “I went a year without sleeping well. I’d wake up at 1 or 2 a.m. every night with my mind spinning about how much more difficult the jobs would be for the colleagues in my departments as we moved to

this new system. My objections over the conversion fell on deaf ears. The conversion ultimately went even worse than I thought it would, and I knew I had to make a change.”

**“He went through incredible health challenges,” Tonsha agreed. “He was turning into a different person. There was lack of sleep, high stress, and missing family vacations. Our kids were leaving him notes asking him to leave his job, and they would talk to me about it privately, too.”**

Steve said the conditions and the stress he was under were not sustainable, but he and Tonsha didn't know what to do — or what to transition to — to fix it.

Then, in January 2020, they were at their rental property — a cabin in Tennessee — and they heard a podcast episode of The Side Hustle Show featuring Roberto Chavez.

Roberto was talking about how he created \$10,000 a month in passive income flipping raw land, and how others could do it, too.

Steve and Tonsha said they were intrigued.

**“We listened to the podcast three times and it definitely got us thinking about trying this land business out,” Tonsha said. “We had always been interested in investing in real estate, but had never taken the plunge. But now, Steve was at this really stressful point with his job and facing a lot of changes that we didn’t want to make, and I was in tears, worried about what that was going to look like for him — and for our family.”**

In the podcast, Roberto talked about how he'd used The Land Geek's system to generate his success, so Steve and Tonsha began to research The Investor's Toolkit and Flight School.

Then, COVID hit. Suddenly, Steve's commute was non-existent as he began working from home, and their four kids' spring

sports schedules were all cancelled — opening up the time they needed to give a land investing business a shot.

They had purchased the Investor's Toolkit and had found the information helpful, but **they knew in order to really succeed in building the strongest business they could that they needed the hands-on guidance and support of Flight School.**

So, in March 2020 they joined the program.

“We knew that with the timing of COVID and not having our kids' sports schedules to work around, it was now or never,” Steve said. “And we knew we needed Flight School to make sure we went all in.”



Steve and Tonsha said that once Flight School began, they loved the way that coach Scott Todd conducted the program — as well as what he expected of his students.

“Scott does a great job of leading you through the program every step of the way,” Tonsha said. “He makes sure you jump right in. **You’re buying property by Week 3 and you’re hiring someone by Week 6.** We needed that push, and Scott does a great job of teaching you how to get into action fast — as well as holding you accountable to make sure you do.”

Steve and Tonsha’s first purchase was a parcel of land in Mojave County, Arizona that they found through another investor from Flight School. They paid \$1,900 for the parcel, and within a few weeks they sold it for \$3,000.

“It wasn’t a huge profit, but it was our first sale and we were so excited,” Tonsha said.

They then started The Land Geek’s mailing process and soon purchased another few properties, which grew their excitement further.

“The first couple properties we got from our mailings was a whole other experience,” Tonsha said. “These were ‘real’ people with no link to Flight School. Steve had some great conversations with them and when they sold to us we were like, ‘Oh my gosh, this really works!’”

Steve and Tonsha continued to buy and sell land and to date have sold over 70 properties, generated more than \$130,000 in cash sales, and grown approximately \$3,000 a month in passive income — for a total of more than \$165,000 combined.

**“We’ve sold property wholesale, for cash, and on terms,” Steve said. “We have 21 terms deals. Our goal is to get to \$10,000 per month in passive income by the end of 2021.”**

With their land investing business growing steadily — along with working a few other side hustles — **Steve was able to leave his corporate job and focus exclusively on their business** growth and implementing the strategies they learned in Flight School.

“I love the passive side of our land investing business,” Steve said. “Money comes in every week and that’s really nice to have. Flight School gave us a path to replacing my income from my stressful job and we’re fully confident that within one year of me leaving my job, our land investing business will be solely sustaining us.”

Tonsha said Flight School not only came with a proven system that they were





able to follow right away with all the hands-on support they needed, but it also came with a few surprise benefits.

The first was **what a boon it was to their marriage.**

**“Steve and I have been married almost 24 years now,” Tonsha said. “We had gone through a transformation in our relationship and were in a beautiful spot in our marriage before we found Flight School. But going through Flight School together, and building this land business as partners...it’s been the perfect vehicle to really galvanize us and help us see and appreciate each other’s strengths.”**

Steve agreed.

“I’m a numbers person, and Tonsha does a really good job of connecting with people,” Steve said. “Fortunately, this business requires both of these strengths. Flight School came at the perfect time for us, not just because of my job but for our marriage, too.”

Tonsha said another surprise benefit was the awesome community that is cultivated inside of Flight School.

“Our best avenue for learning has been through other investors, many of whom are in the Flight School community,” Tonsha said.

“At first we bought land wholesale through them and they taught us how to sell it, and then we began to carry that on to help other people in return. **We’ve developed a bunch of relationships with other investors that we learn from and help.**

“Now we like to have a stash of land that we can sell wholesale just to other Flight School people. We really love to do that, and it’s a blessing to help other people that way.”

Tonsha said the final surprise benefit was the extent to just how many people they could bless with their business.

“Not only can we help other investors in Flight School, but **there are so many other ways our business has helped people,**” she said. “We’ve hired two people and it’s been life-changing for them. One woman lives in the Philippines and she’s become the breadwinner for her family. Another woman was someone I grew up with. She’s been able to avoid putting her daughters into daycare and work from home.”

“The same goes for selling land, too. One woman was in tears, telling us that



she's never owned anything before and now she has a 5-acre parcel of land. She sends us pictures of her with her dogs there. **It feels really special to be able to do that for someone else.**

Steve and Tonsha said that of all the things that Flight School has done for them, the biggest — and most valuable — has been the way it's opened up their options. They now have the ability to choose how they spend their time, which is an example they're thrilled to be able to show their four kids.

**“This business has given us choice,” Tonsha said. “If we want to work for four hours then head out on a hike, we can. If we want to live in our cabin for a month and do our land business from there, we can, because we can do this business from anywhere.”**

“We also really want to leave a legacy for our kids and we want them to be involved in what we do. We want to show them that you don't have to follow a set path for your life — you can do things for yourself and work for yourself. Not only

are we leaving a legacy for our kids, even our parents are getting involved! “

“The main thing about this business is we don't miss things anymore. Last year we had to sacrifice our vacation because of Steve's job, but now, we never have to do that again. We're in control now. We're not working for anyone else but ourselves, and it feels great.”



**THE LANDGEEK**

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