

MARCUS INTERVIEW

Mari: So we are here in Ching Mai, my friend Marcus Lucas Brazilian. I am really really happy to be interviewing a Brazilian digital he is a successful guy who has more than one stream of business actually, he is really successful he has a business called Libertacao Digital, which is digital freedom in English and he is also the person licensed for the book "millionaire fast lane by M.J Demarco"

Marcus: exactly

Mari: In Brazil, I want you to tell us that story and he has forty thousand followers who participate in some of his online courses, right

Marcus: Yes

Mari: and has lived in Japan, has lived in the Philippines in Thailand in the Brazil in the UK, what's next.

Marcus: That's a Great Question, thank you very much for inviting me here. I am really excited to be giving this talk. just the informal talk to share about my story

Mari: Yeah, so happy

Marcus: Cool

Mari: Sunday Morning, beautiful weather outside. We are getting to go to the pool party afterwards where the Digital Summit, Nomad Summit.

Marcus: yeah and Mari is in regular Bikini, all sexy today

{ laugh Marcus and Mari}

Mari: Yay. So first of all I am so so happy to be interviewing a Brazilian it's so hard to find a Brazilian who have made it as a digital nomad.

Marcus: Yeah

Mari: It's like I only know maybe three or four people that have made it like who are already making money. I know a bunch of people who are trying to find ways of having the freedom we have but they haven't quite got there yet and so I'm really curious to know your story from the beginning like where were you born, tell me a bit about your background, you know what made you decide to leave Brazil and start working like this

Marcus: Cool, yeah just before I tell a bit of my story. I think it's really interesting because I haven't seen many Brazilian that are Digital nomads and even though now it's a trend in Brazil of having people more becoming them. However, if you see this trend came from the book "4 hour work week" by Tim Ferriss and this book changed my life but there is a lot of American people already doing that and now in Brazil it's becoming a trend that people they are not Digital Nomads they are saying that they are to get exposure by media and that's really weird in our Brazilian Culture that people are very opportunistic to just go into the trends but I have been doing that for six years already and am having multiple income streams and I am really focused on having more freedom. So I was born in a very small city in South Brazil, it's called Cruz Alta nobody knows (Marcus Laughs)

Mari: I have heard of Cruz Alta I think, it's near

Marcus: No I think it's near Santo Cruz

Mari: Okay Maybe

Marcus: Maybe because it is a very small city. There is no shopping malls, no cinemas and I was really I want to travel. I have an English teacher she was older, and he was talking about Titanic and I was like wow that's amazing This looks like the stories telling me about the Vietnamese war and we had we had a problem with the camera no more camera because

Mari: What Happened

Marcus: the battery is gone.

Mari : really

Marcus: Yeah

Mari: we have the Charger on right.

Marcus: Yeah

Mari: okay that's okay

Marcus: Yeah we are going to try fixing it but no camera for now

Mari: Yeah, let's try fixing it, its okay. Yeah

Marcus: yeah

Mari: Is it charging?

Marcus : yeah it's charging but it's going to take a while I think's when it's recording it takes more energy .

Mari; Okay. Well its okay don't worry

Marcus: yeah

Mari: let's just do the audio

Marcus; okay yeah so she was telling all these stories on how cool the world was and i started learning English about maybe I was 12 years old and I really wanted to travel and then I did my Bachelor course in Computer Science in Brazil and then I graduated, I went to Las Vegas once to publish a paper and I didn't have money so I went to the head of department to ask money to travel

Mari: That's cool

Marcus; I'm a weird guy, like, I know we need to accomplish our dreams, we got to do like some begging some times and after that I went to the Philippines for my first exchange program and I was working for a Cable TV company in the Philippines.

Mari: okay

Marcus: And then I went to Japan to get my masters and I did my Masters in Matsuyama University and that's more or less how it happened, there was an economy collapse in 2008 and I saw people getting fired and everybody started freaking out and i started freaking out as well and i realized that okay my primary income stream was gone and I needed to have more income streams to be free.

Mari: In 2008 you were in Japan.

Marcus: yes, I was working as a Software Engineer in Tokyo

Mari ; Hmmhn

Marcus: and it was really weird, you know I was working ten hours whole day in office and i was just watching my coworkers getting fired and i felt horrible so that's the reason that's why i decided to go back to Brazil almost broke to start my business from my bedroom.

Mari: Interesting, "from my bedroom"

Marcus: Yeah

Mari: You, your bedroom and your computer

Marcus: Yeah, everybody thought i was crazy {"Marcus laughing"}

Mari: Really

Marcus: Yeah It was weird. I used to wake up and go to the computer and I had around \$1000 but the Japanese government, they give us back the money from the taxes they were paying in money

Mari: okay

Marcus: I knew the money was running out and I had to buy food to eat so I decided to start fishing so I had fish to eat in case my money ran out

Mari: Alright

Marcus: and things got worse and I got to have to live with my parents

Mari: Right

Marcus: and they were kind of pushing me to get a job and I said okay if I get a job they are gonna pay me 2000 reais, that's now \$500 a month and they said no they are going to pay more. So I applied for some jobs in Sao Paulo just to show them that I had a masters in Japan I worked in Tokyo, so I was worth more than that and the only proposition was for \$400/month.

Mari: really and this was in 2000.....

Marcus: 2009

Mari: nine Okay. So then you didn't get a job and you decide to

Marcus: keep trying to build my business

Mari: So, how did you start like..... what was the first thing you did?

Marcus: That's also the thing I teach in my courses, how I started? That I believe that there are some stages some steps you need to follow. So the first one was I had a friend of mine in Japan and his name is Chris K he has website called artweb.com and he has a platform where artists can put their paintings sculptures and people can buy that from the website and I thought that was really cool business model and he was incentivising me to open my own business and create my own courses or whatever and then I started realizing what I have to offer the world that they might buy for me. So that's the first stage that I teach, to brainstorm ideas based on their background and their past experiences because maybe you have

something valuable that they just don't know yet and asking friends what I have to give back to people , one of them said what if you create the course to help the Brazilian people in Japan. And I was.. okay now we are narrowing down what's possible. So I decided to create a training course, a Book on how to get a scholarship to go to Japan. That was a same scholarship that I got to go to Japan.

Mari: which one was that?

Marcus: The Monbukagakusho scholarship. It's one of the best scholarships in the world.

Mari ; okay

Marcus: So, I realize that i could survey people that was successful. So I surveyed 210 people that got the scholarship to understand their profile. So we compiled all this data into the book. So that was my first business.

Mari: Okay. What's the name of that book?

Marcus: We can find it in GraduateinJapan.com. The name is Monbukagakusho research scholarship preparation Guide.

Mari: Wow. How many pages?

Marcus: That one I think is around 120.

Mari: how long did you take to write it?

Marcus: wow, I think it was around three months, four months.

Mari: really

Marcus: yeah

Mari: Aww you were fast.

Marcus: that time for me was not that fast because I needed money. So yeah I was working every day.

Mari: So you were focused doing just writing.

Marcus: Yeah just the writing

Mari: So how did you publish it? Did you find somebody to publish it?

Marcus: Yeah so I published online through quick bank. Quick bank is a platform where you can sell your digital product and you can also find affiliates that might sell for you. So I decided before even writing the book there is one concept the first one, the first stage is having brainstorm of the stuff that you can sell. The second one is the business validation to know if people want to buy that because if not they are going to spend six months writing something that no one wants to buy and then you just lost all the time and energy.

Mari: Right

Marcus: So after you understand what you want to do, the idea generation phase I go to the second one that is to validate if people want to buy so how can you do that. You can create a landing page. You write a landing page that's a sales letter about the book and I was showing we have chapter one that's introduction and chapter two and three how to go to the interview so all the outline of the book was ready but it was not written yet. Right

Mari: Right

Marcus: So I had the whole concept of the product but i didn't have the product.

Mari: Hmmhmn

Marcus: So I had the landing page where the price of the book was around \$29 that we are selling right now and I was bringing traffic to the page through adds.

Mari: Facebook adds or Google Adds?

Marcus: Google adds. So when people used to click go to my website and i could see how many people were clicking on the buy now button, then we know the conversion rates and when they click on the buy now button we don't sell yet because we don't have the product. They used to go to the waiting list that will say "The book is being written, if you really want to buy give your name and information and the reason why you really want to buy" and then we have a more realistic conversion rates.

Mari: Thats great that you did that, it was in 2009 you said right?

Marcus: yeah

Mari: So that's something that people are learning today. So you were seven years ago already doing this.

Marcus: Yeah

Mari: That's great.

Marcus: Yeah

Mari: Had you already read the "Four hour work week"? Because that's something he teaches in the book.

Marcus: yeah exactly, exactly. So now i have a much more elaborate way of validating the business because that one that Tim Ferris already teaches is amazing it's valid until now. But now when I am going to validate a business that I am not sure yet I also get the lead, I get email but I also survey them, because sometimes, for example if you want to publish an

app, I don't know, a app to find the best food for your dog but you have no idea people want to buy, right so if you start getting the leads and you can survey them and say what are the other features you also want in the app that you think is valuable and why don't you use this app what kind of problem it going to solve in your life and what's going to help you out and so now you can find the passions, the pleasure and the pain to get a feedback loop to ring search on your sales letter and optimize a conversion. So I had a friend of mine Mathew he was saying like Oh we want to build an app Tinder for business so do you really think people want to buy that. Okay I think so you need to validate the business and you don't know the demographics may be there are teenagers using the app and they don't want to do business in a coffee shop may be they want to go to an amusement park, right. So doing the survey after the validating business getting much more information, that can add to your product or you can create a different app or different training course to serve that audience.

Mari: Right, yeah

Marcus: yeah that some of the steps we are perfecting along the way

Mari: You make it tailor made for that, exactly what they want.

Marcus: yeah

Mari: I bought like Peter level's, from Nomadlist, I'm a huge fan of that guy , he changed our lives right? Us nomads, so he I bought his book, I paid \$30 for his book and it's not even written yet and he sent me an email like probably everybody prepaid him asking what we want to read in the book and my friend was like you paid for this book that hasn't even been written, I said yeah the guy does amazing things and I am sure the book is going to be amazing So.....

Marcus: Yeah, that's the thing. In your case you pre ordered so the way I'm teaching the validation you don't need to buy, you don't give the money because I think in Brazil it might be illegal the pre-orders in Brazil

Mari: Oh really

Marcus: yeah so, but you can add them to a waiting list so you know the conversion, you can survey them before right, before launching your product.

Mari: So which platform did you use to actually.... why did you do it in Brazil, why didn't you do it because i know you have different platforms for books right.

Marcus: Yeah. Yes, So the “graduate in Japan” is sold in more than 60 countries now and it's in English.

Mari: {making expressing as she is amazed}

Marcus: So I sell through click bank

Mari: oh okay, click bank as well

Marcus: Yeah and in Brazil there are other training courses that I have that I teach about validation, how to perfect us, the validation and how to scale our business about growth hacking and all the stuff and that one we sell on hotmart.com.br that's the Brazilian click bank and now they are expanding its platform and they started in 2010, 2011 and we have built the first membership site integrated for hotmart from scratch.

Mari: you did the first one ever?

Marcus: Yeah Yeah because we didn't have the membership site before and we didn't have the API(Application Programming Interface) Interface before as well so now the co-founder of the hotmart is one of my good friends and we share a lot of information about business

Mari: Really?

Marcus: Yeah

Mari: So that brings me before I forget to question like do you have your gurus because that's something I teach my clients to spend time make a list of ten gurus. What I call Gurus are people who they admire

professionally, who probably he knows them, this person knows them. Not necessarily though you can have a guru that you don't know yet you follow this person because you admire this person professionally because you admire this person professionally and it would be great if this person also admires you professionally and then if you need to do a career transition or if you need to launch a new idea, new project and you always go and you talk to these gurus because you want to hear what they have to say about it, a lot of times they open your mind. So do you have a group of people that you that do that for you?

Marcus: I have a few people I follow and i have friends that I also get feedbacks from. But I don't like the word guru because it feels like something mystical and you know that's inaccessible for us. I have a mentor he is a multimillionaire and he lives in koh samui, I cannot say his name because he didn't allow me to but i can show his picture.

Mari: Okay Can you say his nationality?

Marcus: He is British Australian

Mari: Hmnmnm

Marcus: and he is a very private sort of and i trust him and he trusts me and that's why i can not say his name.

Mari: Hmnmnm

Marcus: but he is someone I really look up to, he gave me a lot of strategies, some of the strategies that I presented yesterday at the Nomad Summit, he taught me. And when I try to get feedbacks but he is very busy, you know sometimes it takes weeks to reply to my email.

Mari: And how did you meet him?

Marcus: I met him in Lithuania

Mari: so did you live in Lithuania as well?

Marcus: There was a camp for entrepreneurs, we were around fifty entrepreneurs around the world that were selected and this camp was promoted by sovereign man Saima Black and it's a really really cool camp. So there was a bunch of multimillionaires teaching us on several areas and my mentor now, the one I consider really my mentor, he is a multi millionaire doing digital marketing, exclusively doing that so

Mari: Not the guy that you mentioned before

Marcus: Not him

Mari: A different

Marcus: Another one, one of these instructors in the camp

Mari: Okay

Marcus: and when I met him I was so fascinated because the thing he was doing you know was a higher level. And I was asking him like what it would take for him to mentor me and he was like oh I don't do consulting it sucks. {Marcus laughs}. and I said okay one objection , how am I going to handle this objection and he said okay what if we reduce the risk for him because you know it sucks to mentor someone and someone is calling you a lot of time and you have a lot of work to do and I was telling him okay so what about if I go to live in an island and we meet every Friday after you work and we get beer for one hour, that's it no commitments, you know like zero risks for you and he was like oh i don't know and that day was my birthday and he had a karaoke party.

Mari: Okay

Marcus: And I got drunk and i got emotional

Mari : OOw

Marcus: I got really emotional because when you meet a lot of entrepreneurs that give you support and you are like wow my family doesn't get me, nobody around gets me but this group

of people they understand

Mari: especially when you are drunk right?

Marcus: yeah

Mari: then they understand us very easily

Marcus: They were all foreigners and they started singing happy birthday to me in Portuguese and i was like that was really good

Mari: Is that in Lithuania?

Marcus: Yeah

Mari: Okay

Marcus: And then they asked me to give a speech and I gave an emotional speech and then I told my mentor that he was not my mentor at that time, he said "okay you know what, I don't care I'm going to go somewhere and if you do want to have a beer, I'm going to stalk you " {Marcus and Mari laughs}

Mari: like I have no choice

Marcus: Yeah

Mari: You know what..... don't ask people like, do you want to be my mentor just assume they are and whatever you have to ask, just ask

Marcus: {says approvingly} that's a great strategy.

Mari: Yeah

Marcus: Yeah, he was going to make sure I'm going to go there and you got to meet me

Mari: Yeah, because once they say yes to a mentorship it's like a lot of responsibility in that person's mind so if you don't just ask because the word mentor is strong, right

Marcus: yeah

Mari: It's a lot of responsibility. What I tell my clients is every two or three months don't bug your mentor or guru whatever we call it too much. One email every three months or one phone call every three months just with one specific question that you have or one specific decision that you want to make.

Marcus: Yeah, and one thing I always try doing is every once in a while send your progress because you know like don't waste your mentor's time just show what you are doing, right because they want action takers so after I gave a Tedx talk in Brazil and I sent him the picture, was almost trying right into it, well thank you very much you inspired me so much for

Mari: When did you do that?

Marcus: That was in 2014

Mari: Two years ago

Marcus: Yeah

Mari: In where?

Marcus: [unclear 22:44]

Mari: Okay Cool

Marcus: [unclear 22:56 -23:00]

Mari: That's okay. It has been two years anyway but how did you get to talk at Ted.

Marcus: Why you want to know the secrets {Marcus laughs}

Mari: Yeah of course. Me and everybody else who is going to listen to this

Marcus: So one thing that I learned from the Sovereign Academy that's the camp I went to if you guys want to check it out SovereignAcademy.org, you guys can have the information there so you guys can apply. One thing I learned was the power of storytelling and how to merge that image into your brain because nobody wants and also to get PR because you won't get PR if you don't have a cool story right.

Mari: {approvingly says} Right

Marcus: So that's after learning that I realized that I was more open to causes and when I interviewed a blind girl and i realized that I should give her a chance . I have one girl that she is blind and she speaks seven languages and she told me that she wanted to be able to want all in business and she told me Marcus "I give Skype consulting one to one " what if I have thousand clients and I was like wow she is talking about business and that's amazing Right

Mari: {approvingly says} Right

Marcus: and she was blind and I was like.....

Mari: and she speaks seven languages

Marcus: Yeah, she never left Brazil that's amazing for me

Mari: {approvingly says} Amazing

Marcus: And I told her okay and she said I cannot find a job in Brazil, it's really hard. Nobody was giving her the chance and i told her okay now you're going to be transcribing my videos that I do online so on my blog she does the translation and transcriptions of my videos and then I start getting this cause of And it's really easy to get a cause at someone you are moved by just you can incorporate into your brain.

Mari: Right

Marcus: and it's good because you get more PR, you share a message, you share a vision because if not, you are also making money for your self

Mari: yeah totally

Marcus: not all the time but most of the time and I'm really like and the guide from Sir Richard Branson they all had a cause behind the company, right

Mari: {approvingly says} Right

Marcus: like Ted, like SpaceX like you got to have some meaning it's not only few dollars

Mari: Not about the money at all right. They don't do it for the money they do it for the excitement of doing it.

Marcus: the Money helps escalating our mass and making a cool life style but after that you know like another level

Mari: So but how, how did the girl connect with the Ted talk because my question was how did you managed to talk at Ted.

Marcus: Yeah, So I went to Brazil in 2014, I think it's 2014 and there was a Portuguese guy and I really liked the guy, His name was [unclear 26:11] and he was inviting me to speak at the Affiliate Summit in Brazil and he was following me for two years but I never gave a speech to so many people in my life so I didn't want to go.

Mari: You were afraid of speaking in public?

Marcus: yeah, I still am today.

Mari: You did a great job yesterday by the way. Let's tell them because we didn't tell them because [unclear 26:33] was speaker at Nomad Summit here in Ching Mai which gathered more than two hundred digital Nomads and it was awesome, your presentation was great

Marcus: Thank you

Mari: Yeah Congratulations, So now you have no problems anymore to talk in public.

Marcus: Yeah I rehearse a lot before because first time I gave presentation before 200 people in my first language Portuguese not English. So I was really concerned about [unclear 27:06] and pointing out.

Mari: It was your first presentation in English?

Marcus: unclear[27:15]

Mari: That's cool so one mile stone by you

Marcus: Yeah. That's the cool thing, when I was younger, when I was in High school I couldn't read in public at all I used to get really nervous and you know when I was reading the lines it was getting blurry and I couldn't get going.

Mari: Interesting

Marcus: Yeah I think like everybody..... Everything is about strategy and practicing and that's one of the biggest lies that people can tell us that you know like "you are going to be natural in everything" that's bullshit. You got to practice and prove it perfect your skills. That's what I teach people and that's what helping me a lot.

Mari: Hmmm yeah. So then you were talking about this guy unclear[27:59] that he invited you to talk to talk at Ted Ex.

Marcus: No he meant to go to Affiliate Summit in Brazil to give a talk and I was going back to Brazil and I said okay and please make my presentation that lasts one on one days, there were three days and that's strategic, someone who wants you to speak at event always try to one of the last ones because the crowd is more warmed up and you are going to have more applause and people are more excited that's something I realized today yesterday because mine was the second and people were just warming up so the last ones they were gonna have more intact so yeah so I gave my presentation and I show [unclear 28:44] the blind girl that works for me on video and people sort giving standing people start crying , I start crying and people were just leaving the area crying and it was insane because most this conference just talk about strategies and money and there is a lot of fake people as well people that say that they make money but they don't really make that much money so I was bringing the cast to the presentation and one guy in the audience he knew one organizer one Ted Ex organizer and then he made bridge I had no clue who the guy is and he told me he sent me a message on Facebook and it was like "hey Marcus I just talked to Ted Ex organizer and maybe he is going to interview you to see if you fit the conference " and I was like are you fucking serious? That's bullshit right.

Mari: That's awesome

Marcus: Then he interviewed me and I gave the Tedx Talk

Mari: I went to tedx in Ching Mai about two week ago it was amazing I actually interviewed Pharadon which is this Thai guy who owns North Gate jazz, here in Ching Mai. Have you been to North Gate Jazz?

Marcus: No

Mari: No. I have to take you there. It's amazing, he has a project called "Plant a tree wherever you are" So we should actually plant a Tree here in Ching Mai. What you think?

Marcus: That would be cool.

Mari: yeah, I asked the owner of

punSpace If I can do it here and I asked the girl and she said she wants to see the picture of the tree.

Marcus: Cool

Mari: Okay So that's a story. You did Tedx and then was it that really made you leave Brazil like what was the final decision like this is the time for me to go. You've been living abroad for.....

Marcus: Nine years

Mari: For nine years. No one second when this happened TedEx and everything.....

Marcus: Yeah totally if you think about the time I was there in Japan studying, I was taking internship program in Philippines like the whole time in nine years that I have lived outside the country.

Mari: Oh okay, not nine years ago, okay I got it because you lived in Japan then you went back to Brazil that's when you started doing your..... So what internship did you do in the Philippines?

Marcus: That internship through AIESEC that's one organization exchanging students around the world.

Mari: They are awesome I have worked with them, yeah. So you did that for how long?

Marcus: That was five months and one month travelling

Mari: Did you like the Philippines?

Marcus: Oh I loved Philippines. Like one of my favorite countries to feel great about myself because people are so friendly.

Mari: Really?

Marcus: And when I go they say [unclear 31:35], they are so cute thank you and the place is beautiful like Philippine people are just amazing, one of the most warmest people I had in my life.

Mari: Where in the Philippines did you stay?

Marcus: I stayed in the south a city called Bataan Enduro then I traveled to [unclear 31:59 -32:04]. Marcus It's just ummmm real what you see there.

Mari: I was going to go for Christmas but I decided to stay here. I really want to go. So how do you compare Philippines and Thailand in terms of like digital nomad Life?

Marcus: In Philippines the infrastructure and I am sorry Philippines but it kind of sucked

Mari: Really

Marcus: Yeah, the internet, the 3G is horrible so we probably won't be able to work. If you have to upload videos it's not going to help you at all but if you want a network and find cool people with 3D's in Philippines. If you know people at AESEC they are high level entrepreneurs so they can get you TV lucky hour for you. It's really really [unclear 32:5]

Mari: Are you still in contact with AESEC?

Marcus: yeah some friends there. Yeah one back there like three times after my internship. Since I became a Nomad

Mari: Right. Okay so okay so then back to my question. What was that thing that made you then decide to leave Brazil this last time?

Marcus: Yeah the last time I've been to Brazil was just to meet my family. In order to say Hi because one of other things that after such traveling you have so many places to see, so many people to meet and I also start getting concerned about the economy because in 2000 there was the financial crisis and for me it was horrible to see that and I don't want to

have that experience again. So one of the reasons i traveled so much is to see possibilities outside the Brazil.

Mari: But do you have the intention to go back?

Marcus: To live?

Mari: hmhhhmm

Marcus: No

Mari: No , yeah me neither. It's a perfect country to go for few months a year to see our clients, our family, and our friends and then leave right.

Marcus: yeah

Mari: Sad to say this but I think it's actually cool that we are not in Brazil but both of us are still trying to help our clients in Brazil.

Marcus: We could just say No and just good stuff in English Right

Mari: Right

Marcus: But in Brazil everything is harder [unclear 34:25] `taxes are insane so for us to do that means that it's not we going to do it.

Mari: Right. Now let me ask a question because there are many Brazilians are going to listen to this and I am sure they want these details so how much money did you need to make before you felt comfortable like I can survive with this online income that I have I can go ?

Marcus: Yeah Before I think you need to have two strategies, one is saving money in case of Emergency and one is having the monthly income and before I left I made sure that i had at least 50000 reais.

Mari: So that's like \$12000,00 Just so people know in dollars, right

Marcus: Yeah, at least for emergency if there is a problem I need to go back to Brazil and I need to get plane. There is a motor bike accident in Thailand, you know

Mari: Right

Marcus: And also like monthly at that time and I'm thinking about that time not now because [unclear 35:33] me out seems crazy now

Mari: Right

Marcus: But I would say make at least 3000 dollars monthly

Mari: Yeah here in Thailand people can live very well with a thousand dollars.

Marcus: Yeah

Mari: like my rent here is a \$160 and I live in a great studio.

Marcus: It's a really cool place

Mari: Yeah, So it's I..... when people ask me I'm like look if you are not going to be traveling , if you are not going to be drinking all of alcohol because that's expensive. You can survive here with less than a thousand dollars. Right

Marcus: Yeah, I think you can

Mari: yeah okay then you left Brazil and why did you decide to come to Thailand?

Marcus: yeah I saw the movie "The hangover" {Mari and Marcus laughs}

Mari: Is that the truth?

Marcus: yeah I went to buy a Monkey {Mari and Marcus laughs}.

Mari: Tiger

Marcus: Yeah, No was more because of the beaches, the beaches not the Bitches

Mari: okay {Mari and Marcus laughs}, not the lady boys

Marcus: yeah and because it was cheap and was safe. I think for Brazilian people especially like for us say if you live outside the Brazil, you have no clue how unsafe Brazil is? You cannot walk in the night after 10 pm. So going to see all the houses they have those fences, really sharp fences, the cars they have those black windows so people don't see inside, it's insane. I think people who never left Brazil they don't realize how insane it is

Mari: yeah

Marcus: but once we see.... I lived in Japan for four years, you know if you lose your wallet someone is going to get to the police and he goes to the police and finds it

Mari: Right

Marcus: Right, they don't steal stuff and that's why living in Japan was such life changing to realize that my core values were more towards Japanese people and what they believed in Brazilian people right and that was the moment of realization that I could connect Japanese values that's really far away from Brazil than with Brazilian people itself. I am not saying all Brazilian people, if you listen to that probably you are not in this segment

Mari: Hmm hmm

Marcus: But for example in Japan they value education and for me and I was studying in [unclear 37:58] University it's one of the best university in Japan and there was just and I felt so cool when people ask oh so what do you do in Japan and I'm taking my Masters and Japanese were like oh that's amazing because they value education. If you go back to Brazil and say that oh my Master is from the University of São Paulo , nobody gives a shit, right

Mari: Right

Marcus: They are like oh yeah cool how really cool. They are going to tap on your shoulder, that's it.

Mari: yeah

Marcus: But in Japan it is different and the technology and you know and being loyal like those values are really connect in resonant way.

Mari: so you missed that basically but now so when you came to Thailand you had you..... what was the first time you realized you were a Digital Nomad like because when I left Brazil I had no idea this even existed I just left Brazil on this mission to find a new country for me and then because the VISA would expire I would just move on to somewhere else

Marcus: It's cool

Mari: and you know i remember I was in Turkey and I researched a..... because I was afraid to go back to go back to Spain because we get to stay three months at a time in Spain So i was afraid to go back to Spain and then not letting me in because I had been out for ten day and you have to stay three months out before you come back in. So I remember I went to Google and I put online entrepreneur where to go something like that and then Nomads list showed up and that's where I say Ching Mai and I really wanted to come in to a ten day silence retreat So that's why I came. So did

you come because you knew this was a center for Digital Nomads or it was basically the film?

Marcus: no the film was a joke I'm {Mari and Marcus laugh}

Mari: You never Know, You never Know

Marcus: You know the film was more excited to come and see how things are crazy here and we had another TV program in Brazil that was two girls traveling the world and I was one episode they were in a beach in Thailand and they were like they really made me want to come

Mari: okay

Marcus: But yeah I researched also the Tim Ferriss book and I researched it a little bit and they also said that Thailand was one of the best places to come

Mari: Okay

Marcus: okay so when i came here the first time, since I didn't have any friends I decided to come through AESEC again

Mari : Hmmmmmm. You can do that

Marcus: For a Volunteer work to plant tree in Bangkok

Mari: Oh really I didn't know that

Marcus: Yeah but at the end they changed my job description and then I quit. They realized that I have more skill set and they want me to work with technology not planting trees and then I got tired because it can't make me more money and my business has been working for somebody else

Mari: Right

Marcus: and I really ... I came to group that volunteer work to plant trees

Mari: Right, and they didn't let you?

Marcus: No

Mari: Oh

Marcus: yeah so.....

Mari: no more reason for us to plant a tree here then

Marcus: Yeah yeah we need to..... Yeah so like when I came I knew about Digital Nomads and I was ready to leave this one as a Digital Nomad because I was saving the money, I was having the monthly income, my business was growing right, there is a lot of matters they need to be realized before coming and now in Brazil there is a lot of people they say like oh we are Digital Nomads just to get PR and they don't even have a monthly income

Mari: Right, a lot of people

Marcus: They don't even have savings , a lot of them took a [unclear 41:24] may be few months ago just to travel somewhere and take a picture and say they are Digital Nomads

Mari: Yeah

Marcus: So, I think everybody needs to be careful who they take advice from because you got to research the country they go, the kind of VISA you have. If you need to get a VISA prior to going to the country, how you going to you know like I have credit cards, prepaid cards and everything for emergency If one doesn't work If one gets canceled you have another one....

Mari: and our banking system is a night mare

Marcus: It is

Mari: Oh my God!

Marcus: I got one of my cards canceled because of some bullshit and it was a night mare so now I have two credit cards from different companies.

Mari: Not to mention we have to pay 7% IOF tax

Marcus: Yeah 7%

Mari: On the top of everything we spend here, Right

Marcus: Yeah

Mari: It's ridiculous. It think Americans pay 1%?

Marcus: Yeah like Brazil is I don't even know what I say the word this is not.....

Mari: I mean I'm sure you are like me, I love Brazil, I love our people, I've lived in seven countries. You lived in four or five already. Have you ever met people that are so easy to connect with as Brazilians?

Marcus: Yeah Philippines

Mari: Really

Marcus: Yeah, there are also Spanish people and they are very friendly but yeah I miss Brazilian people too, the way you meet a Brazilian and start like laughing .It's insane when you are back you laugh all the time

Mari: Yeah you are meet the person and then you inviting the person next day to go to barbecue in your house that kind of thing does not happen in Spain for example. the only reason I was invited to go to things in Spain was because I was friend with people who are living there for ten years and then like because I connected with them, they would include me but other

than you think, they won't invite you to go to their house if you are not friends for a long time.

Marcus: and Japan is really warm

Mari: Yeah

Marcus: yeah they didn't invite people because it's very private place their house. Yeah that's the thing we have different cultures, have different values. Something I really miss like going to a barbecue with a lot of people and just enjoying

Mari: real barbecue

Marcus: yeah real barbecue, you guys don't know Brazilians, you don't have real barbecue

{Both Laugh}

Mari: My friends in the state did the barbecue once and they were like Mari how many hamburgers do you want?. I'm like what?

Marcus: What???

Mari: Excuse me, Hamburger and I have to say how many I want, seriously

Marcus: yeah really [unclear 43:60]

Mari: Anyways I wanna know more about your project because today how much like you have the..... in English Digital Freedom, you have a graduateinjapan.com and you have the millionaire fast lane presentation in Brazil. Which of these three take more of your time, in which of these three actually are represent more of your income today?

Marcus: yeah I have more projects that I sell in the [unclear 44:30] but the main one is the [unclear 44:36] club, the digital entrepreneurial-ship club that I have in Brazil. That one is my main course and this is my primary income right now and that's one that could gain more effort on taking the classes and this is about building own my businesses starting and that's the thing like when I say building on this item I don't say the high stuff is

going on. I say like it's really honest because "MD Demarco" the operable the [unclear 45:07] in the fast lane, he is also very honest and I say it "It doesn't matter how long it takes no matter the process" right. If you don't have one skill, if you get someone that already has some company, already have employees and one of your business way [unclear 45:23] because you already have the mindset but if you have someone that never had a company before to turn into an entrepreneur it takes a lot time to understand. You are going to take more risks, you need to analyze the risk and you need to do investments, you need to buy templates or you need to buy domain name, host or website.

Mari: you need to reach out to people

Marcus: Reach out to people. So the first mode is already about mindset and gaining everybody to connect together to understand that we need to bring values to the world, what's the value because people don't understand that they just want to take step for them especially the Brazilian culture that people want to get step for themselves. Somebody's be selfish in the Brazilian culture so we are modeling the mindset and then we go to ... out to generate ideas for the business we analyze what kind of skills you have, what kind of past experiences that changes your life and also analyze the market what kind of products are already in different [unclear 46:26] and how you can may be changes adapted to your contacts or get different methodologies and after that we go to validating the business , see if people want to buy and after if they want to buy how do you mean actually launch it. How do you create a turning course? How do you go to get affiliates? How do you get more exposure and may be in future if they need to get PR they might ask this on our life hangouts. We have multi hangouts that they can ask him by the questions. We have a forum where everybody is changing strategies telling about the struggles they have so we can help them out.

Mari: How many people you have active there at a time?

Marcus: Like right now, we just launched it and I didn't market it much because I am still creating the content but I have around 300 people

Mari: HmmmmHm and some come and go. You have a constant flow of people?

Marcus: Ah we are selling a one year subscription and we are up-selling a life time subscription for that one.

Mari: okay

Marcus: So some people want one year time and it's expired and if they want to stay they need to pay more

Mari: and do you do it live or do you record it?

Marcus: I record it in my room

Mari: okay

Marcus: I have a white board and [unclear 47:45] on the technical side

Mari: HmmmmHm and then produce this material once person starts paying you on monthly basis?

Marcus: No they pay one time payments or in Brazil you can do credit card for finance for one or then after we can up-sell for life time. So they pay once and they.....

Mari: Once they go in they can access to everything or you just liberate?

Marcus: I release in modules in after a few week for a few reasons. One reason is that if you give everything some people might feel overwhelmed with so much information

Mari: Right

Marcus: Some other people might enter the course with the idea of selling content like download the content and ask him for.....

Mari: Have you had a lot of problems with that?

Marcus: I had a few people doing that and also I want to make them interact with other members so the first we have on day three I send an email and they need to give a presentation and to themselves in the forum on Video. So it's a challenge for a lot of people to do that.

Mari: that's great

Marcus: Yeah

Mari: Because you are already teaching them

Marcus: And but for me it's very strategic because I want to know them because in future I might be the business for them. So I can know there are skill sets, what they can provide , what kind of strategies they have because if don't have the time to do their launch may be you can partner up and do a profit share and I can do all the marketing strategies for them

Mari: Hmhmhmhmhm

Marcus: So it's good for me as well and some of my student might become business partners in future.

Mari: Right. Great and all of them Brazilians

Marcus: Yeah but we are probably soon going to be creating in English as well

Mari: I was going to ask you that yeah because we cannot depend in reais

Marcus: Yeah exactly

Mari: but..... our income went down to half, a year ago less than a year ago because of our crisis right we make our money in [unclear 49:55] and spend in dollars.

Marcus: Yeah I created a book six seven years ago and the thing is I lost the passion for teaching that like it has been so long so yeah I might

translate my course in English, expand my business and expand my network as well

Mari: Right. So how many hours do you work per week?

Marcus: It depends on the week. Some weeks..... now if I really have to work because sometimes I don't have to work like we choose one work right but i would say may be may be six seven I work more if I want to

Mari: Six hours a day?

Marcus: no the week, no I depends

Mari: six hours a week

Marcus: Yeah

Mari: wow

Marcus: It depends it depends what is consider work as well because I really into doing now is creating the content , the premium content and creating someone's campaigns for to get more personal.

Mari: Right

Marcus: So yeah if I want to work I can work six hours a week

Mari: mmmmmhm that's amazing and what's your routine like and in what time do you wake up, do exercise, do meditate what your you know like do you eat healthy food or you are vegetarian tell me about your this kind of thing.

Marcus: yeah so I stopped five months ago and there was a huge accomplishment for me and I probably wouldn't be able to stop smoking if was not for the Digital Nomad life style because I was able to talk to my customers and say I am going to be offline for one or two weeks because it's really hard you get stressful at any time. So, yeah I told them, I told my

friends and people around me that I wouldn't work and I was committed to stop smoking.

Mari: How did you do it? You went to a detox in koh pangan

Marcus: No, what kind of [unclear 52:08- 52:12]

Mari: No I was actually talking about 11 day detox they have in koh pangan, I really want to do that to clean think. Yeah

Marcus: Wow

Mari: So you clean every thing

Marcus: yeah I did a whole preparation for trying stop smoking. First is understanding how the nicotine absence is going to affect me over two weeks and one month and how what are going to be the improvements in my body because one thing is that people only focus on improvements they don't realize that going to be a hell of a time trying to survive when you don't have nicotine and it's really hard and you feel like crap so preparing nicotine gums if you guys want to stop smoking a lot of nicotine gums and also to sleep that's one of the hardest time for us to stop smoking because we won't be able to sleep, so buy some sleeping pills in my case was melatonin to help you out

Mari: Okay

Marcus: So just bought a few pills and even on the fourth day is the worse day on addiction because all the nicotine is out of the body and you freak out so if we need to sleep during the day just melatonin [unclear 53:37]

Mari: How many cigarettes were you smoking before?

Marcus: A pack a day

Mari: Wow how do you feel now?

Marcus: I feel good but I gained some weight so yeah just eating too much for ten years

Mari: you are looking good

Marcus: Thank you {Both laughs}

Mari: let's see at the pool party, I will tell you after you take your clothes off.

Marcus: yeah I am great for some bench pressing forward

Mari: No like how do you feel any different in terms of work or sleep? Do you feel like now you sleep better now, you work better because you quit smoking?

Marcus: I was watching some interviews that I did before and I can clearly see on the interviews that my breath was hard and I was coughing a lot and I just realized now and I was now like holy shit that really was affecting me and I didn't know because when there is a smoker and I am not judging any one and I know how hard it is and now if you smoke because you enjoy it like whatever. When I was a smoker I couldn't see clearly that it was affecting me I thought like it's normal and I'm going to stop when I am forty's or fifty's, it's helping me to be more productive that's one thing that we think that nicotine might also be productive but that's why I decided I too take nicotine gums, I have here but at least I am not inhaling all the pollution from cigarette to my lungs and I for much better, I am going to the gym I got much stronger a little bit fatter but

Mari: But that's okay, that's worth it you still look very sexy

Marcus: imagine like a fat Chinese baby it's like me

Mari: oh come one you did not look like a fat Chinese baby

Marcus: but they are cuter

Mari: they are they are. I would love to adopt a Thai little girl that would be my dream and I really want to adopt a child one day and I keep looking up

these Thai little girls they are so cute but they told me they would not adopt to a foreigner and to a single mom

Marcus: oh really

Mari: Yeah

Marcus: the Thai government or besides that I don't know they don't. Not even if you are Thai, if you are single if you are not married they will not adopt. I heard I asked some Thai friends. May be I can get a Japanese born

Marcus: or from Cambodia like Angelina Jolie

Mari: yeah totally and I have a Japanese sister in law and I have two Japanese nieces that are, I don't know if I told you that

Marcus: No

Mari: You know they have a, they are , they were born in London their dad is Brazilian my cousin, the mom is Japanese and now they live in the state so they have four passports

Marcus: Wow

Mari: that's it. I told my cousin don't leave them any money you are giving them the best inheritance ever like if my dad have given me four passports

Marcus: That would be awesome

Mari: and our life right now this is worth much more than million dollars

Marcus: We only have the Brazilian and I know the economy not well

Mari: yeah. So that's awesome. Now I really want to know explore a bit more of a..... you have a whole program where you teach people how to be their own bosses right?

Marcus: yeah

Mari: That's what you are teaching how to be your own boss. So from the people..... and you have been doing this for how long?

Marcus: Six Seven years

Mari: Six seven years and during these six seven years how many people do you know actually made it, like do you have any

Marcus: that's a great question because I focus it's kind of cliché you focus on the process people have different, how to say that in English like [unclear 57:43]

Mari: each person has their own time

Marcus: Yeah. In some people they don't even want to be Nomads and then I realize later but I had a lot of case studies one is Cadu he didn't implement I would say 60% of what I teach

Mari: okay Cadu is a friend of our from Rio , was a video[unclear 58:00] he also living here in Ching Mai

Marcus: yeah I think he implemented probably 30%, the mindset , idea generation and now he is freelancer

Mari: and he is doing great

Marcus: Yeah

Mari: Imagine if he had implemented everything then

Marcus: Yeah. Sometime I get frustrated because I know people have potential but they..... and I am really concerned that he might get into the rat race in the freelance jobs

Mari: right

Marcus: So Cadu he was in Australia and now he is here in Ching Mai and he used my Strategies to sell videography services here in China Mai and also in Australia. So a lot of stuff that I teach on my course he used to implement in the real life not the digital world

Mari: and it's an amazing story because Cabu comes from a very poor area in Rio and he is here right because I have a lot of friends in Brazil that keep asking me like they think they need to have a lot of money to be doing what we were doing and so that's awesome that you inspired him and more people

Marcus: yeah I have, one of my clients he has [unclear 59:08] me for game production in Brazil and he does a few six figure launches. I had one of my customers he summoned to Thailand in March to show me the ticket and this guy I think he is 19 years old

Mari: Oh Wow

Marcus: you know that's the thing there few really young entrepreneurs and I wouldn't say there are average, they are really good and guy Bruno Fraga he has done a few really cool launches and he is teaching information safety for companies online.

Mari: look at that

Marcus: he was like a kind of good hacker and teaching how to prevent from being hacked

Mari: Ahan

Marcus: I had a woman that went to my live event she is a bit older and she sells a physical product that's called, it's a seed [unclear 60:07] and she told me that after she did her introduction in video for us on our forum she realized that she could start doing videos for increasing her audience. I didn't teach them that I unblocked this [unclear 60:27 - 60:31] videos about this scene and she took over her profit on business

Mari: by doing the video?

Marcus: yeah and I haven't taught them so there is a lot of different result that I have no idea like whose result I something I was not expecting but they have. So it depends..... I had another girl [unclear 60:51] she is a model and she has a few courses that they were not online about Zion thinking, marketing and bunch of other courses and now she is one of my most successful student that I have. She launches so many products online, online congresses and a bunch of other stuff.

Mari: It motivates us so much to continue right

Marcus: yeah for me it's amazing it's really cool but the thing is some people and it's like not everybody going to be successful because this different skill set that if you don't have a business then you need to have the mindset, you need to understand the risk, you need to understand something vast. A lot of people tell me Marcus can I business without investing a dollar so what the hell are you talking about. You know I made you the King but that's not the right mind set if you are like Mari I think a guy knows that she has this English

Mari: School

Marcus: In Brazil Right

Mari: yeah, 15 years

Marcus: In a [61:59] business you need way more investment to start

Mari: Yeah

Marcus: So now if you are going to start online at least separate a few bucks so you can have a hosting service

Mari: of course like I was just telling you I bought the web and art tool and I paid my \$400. You have to Invest like all the profit I have equipped with my business I am reinvesting like I am not investing everything in my Business

Marcus: yeah that's the thing, a lot of people they are still small mindset, everything is tough and you shouldn't invest and hold on to your money and you know then everyone going to run out and you got to eat and you need to [unclear 62:42] in scale and partnership and talk to people . Now a lot of people they want to stay behind a computer like a little geek with a headphone working. You got to network, you need to talk to people, sometimes you might have to go to conference and may be you might have to speak at the conference that for me was something really scary but I realize if I really want to have great impact , I need to be able to speak in public well

Mari: Right

Marcus: I didn't reach there yet but I am trying my best to reach my goal

Mari: you know it's amazing when we speak in public like how many things happen afterwards for us. I don't know you but every public speech that I have given in my life has created amazing impact. I think there is magnetic force also that when you give something with your heart to that audience it always comes back like 10 times multiplied by 10 in many ways right. That's one thing that I teach my clients is to go anywhere like go to a public school in your neighborhood and volunteer to give talks to the kids like about whatever soccer or whatever you study , whatever you like or whatever you read. Just go and offer yourself as a volunteer because you start this movement and then ideas start coming for things that you know.....

Marcus: and i just realized that one this speech that I gave yesterday was modern people and in Brazil I gave two speeches for 400 people one was this Affiliate Summit and other one was the Ted Ex talk [unclear 64:24]. Well that's difficult thing a lot of stuff starts happening one is that you realize that wow I spoke before hundreds of people. May be next time I can give a speech for thousands of people like your mindset changes right away.

Mari: Right

Marcus: And another this is that I hate networking one on one. You know I don't like going to the groups feeling awkward, oh what do you do , oh really cool and you spend so long to get to know someone so when you are on stage everybody going to know you and who likes you or who connected with you or your story. They are going to find you layer so for networking you are decreasing a huge gap for awkwardness and asking a bunch of people so what do you do, oh cool awesome unclear
[65:10-65:15]

Mari: Right totally. So if you had to recommend may be two or three books for people who are starting to make that movement to go online , to make money online which book would it be for our work week probably

Marcus: yeah

Mari: would be the first one like Tim Ferriss for those who don't know

Marcus: I really like the millionaire fast lane by MD DeMarco that's one of the reasons that took me six months in negotiating plus eight months actually the translation, reviewing, the layouts because it really changed my life. I recommend that one and also I recommend the Secrets of the Millionaire mind by T Hart that's just to empower your mind set. You know I am from Brazil from a very small city so that's why I like this stuff power yourself because we didn't have references back then. You know My family I'm not , I don't come from a family of entrepreneurs so I had to learn from books So that's how I started.

Mari: and any other suggestions that you have for people who are trying to make a career transition and I have clients that are taking the depression medication, they hate their jobs and they just are so afraid to let go you know of this fake security they have. I tell them just resign, come to Thailand, travel for a month, two three months. You deserve it you are not

going to die and people are very afraid. So what would you have like as a suggestion to inspire these people to take the.....

Marcus: I remember that before I was going to quit my job in Japan I remember that my body was telling me a lot of stuff I was going late, I think I was supposed to go to work at 8 in the morning but I started going at 10 in the morning I was self-sabotaging my self

Mari: Hmmmhm

Marcus: and like your body is telling you something but then it comes, are you going to have some guts to do something for yourself and for me I never I never wanted to see life that style I want to make stuff happen and I think everybody has to change, you have unbelievable potential that you know that you have and it's up to you and it's up to you and I think that you are not going to die like just see that what are going to be the risks that's going to be involved. If you can quit your job today how many months you can survive and if you can survive I don't know four months and your income is going to be gone after that you could get another job may be you could. So find possibilities and the more possibilities you find the more you going to be able to be free of all the shit that's happening in your life

Mari: I tell my clients for example you have a lot of people in Brazil Have bedrooms that are empty like a TV bedroom or something, Airbnb transform it into you know make some cash let's prepare for you leaving do it here saving renting that bedroom for example right

Marcus: yeah one thing is getting rid of your stuff and you know one day I got really pissed off because some people send me some weird messages on Facebook

and there was this lady she said "Oh could you donate me money because my husband lost his job " and I was looking at her picture, they have a TV [unclear 69:03]

Just sell your stuff, the less stuff you want for me it's more free you are going to be. Because you won't have to worry about paying your car paying [unclear 69:19-69:26]

Every three months I see which T-shirts I am going to be use and I give away. My Only Jean and this jean I am wearing right now and yesterday I had huge hole in my jeans.

{Mari Laughs } see like below my wallet

Mari: During the presentation you realized?

Marcus: No before Presentation I went to a lady that fix holes

Mari: But is it true that you only have two bags?

Marcus: Yeah

Mari: yeah. I am actually with one here but I have two In my mom's apartment and I have one in my friend's apartment in Barcelona and one in my brother's apartment In Miami. So I still need to reduce to half to compete with you. It feels great doesn't it?

Marcus: Yeah

Mari: To have nothing

Marcus: I have [unclear 70:16-70:25] to know I am successful but they are paying the car in five years or ten years that's crazy. Can you Imagine how stressed you are. Someone steals your car and you got to pay for four years that's horrible. So I have no debt, I have savings I can travel the world now I have time to do stuff I want to do

Mari: life is great

Marcus: yeah

Mari: so what the hard part for you of being Digital Nomads?

Marcus: I think, let me think a little bit about this one?

Mari: relationship is one right. So hard to have a relationship unless you find another Digital Nomads but

Marcus: Yeah

Mari: I don't know

Marcus: but you can have fun with wrong people you know.

Mari: until you find a right one right

Marcus: Yeah just enjoy the moment of the process. I don't know I really those moments such as now or like yes they want to find likeminded because you can be home and you can be goofy and you can share like stories and knowledge and that what makes me happy but I think Probably one of the worst things is the longerness that might feel if you are isolated and now I am in Bangkok and my station is far away

Mari: Why In the world you prefer Bangkok than Chiang Mai, I don't understand you?

Marcus: Me neither I don't understand I left one of the smoky seasons here and after I went to Bangkok

Mari: So you want to stay In Thailand more?

Marcus: I want to travel. You know like I want to one of my dreams I don't know I shared my dream [unclear 72:08]

Mari: You should that means you are [unclear 72:10]

Marcus: yeah Let's share the dreams like one of my dream is like rent a bike and go travelling everywhere That's one thing I want to do > Just have my bike My back pack and go .

Mari: you can do that tomorrow if you want to?

Marcus: I want to do with someone though and I don't do it by myself. Like the movie the motor cycle diaries

Mari: Right but you are going to be working while you do it.

Marcus: yeah but it is fun

Mari: okay let's do it. Let's get a group of digital Nomads

Marcus: yeah that would be really really cool

Mari: Let's try a project like that let's get the word out

Marcus: yeah

Mari: You want to do that we can create like a Facebook page or something like Digital Nomads on a bicycle and see who shows up [unclear 72:59] start there because I have a friend who did it by bike and he said it was awesome

Marcus: Yeah that's one of my life goals

Mari: okay but long long term where do you see yourself settling or you don't think about settling?

Marcus: If I think about long term I think about having apartments in several countries So one I can rent to AIRbnb and I going to have a place to stay [unclear 73:30-73:36] people might think it's crazy. This idea came when I was dating a girl in Bangkok. She is half Russian and I hope she doesn't this. {Mari laughs } Oh really I hope she is not going to find that podcast.

Mari: oh you never know

Marcus: She is Half Russian half Republican I am not going to she is half monkey half dog
And in this girl like she was so humble but she was so rich and she had no idea that she was really humble. Her family they do..... They have this business for precious metals

Mari: Precious stone you mean

Marcus: yeah Diamonds and Safari and Ruby and they use to sell

Mari: Right

Marcus: They have factory here in Thailand and they have the

Mari: Thailand is actually the number one in the world for that right. I didn't know that. I am going to go to the Ruby conference in Bangkok next week.

Marcus: Cool

Mari: We have to hangout are you going to be there?

Marcus: yeah

Mari: Okay

Marcus: yes so their family like her family they have a real house in Russia one in the Latin America, A house in Australia and one apartment in Bangkok and her apartment is insane it's huge. The door it's really really tall and when you open the door there is jacuzzi in the room and there is a swimming pool outside in the balcony it's like it's Insane and one thing that I learned from them is that her mother was in Russia and they used to talk to each other every day but there was no neediness oh you are bad as it happens in the Brazilian culture. They play the guilty cards too much at in my family they do that. You know [unclear 75:46] so that family they didn't have that just get a flight

Mari: Has your family ever been in here to visit you?

Marcus: No I told my family that I will give them five tickets to come but they don't want to come

Mari: So when you see long term goal is having apartments in different countries

Marcus: Yeah

Mari: Which countries?

Marcus: I'm thinking probably the Philippines and the Thailand first and then other countries

Mari: cool. I think so I am talking more than you told me I could. Just two more questions right

Marcus: yeah

Mari: Okay so [unclear 76:30-76:41]. Be careful don't get drunk

Marcus: Yeah

Mari: You can get in trouble in Thailand

Marcus: yeah reducing the alcohol intake

Mari: Okay So I asked you before do you meditate?

Marcus: I used to meditate before. Now I stopped I should go back to doing

Mari: Oh my god you changed my Life totally, meditations amazing

Marcus: Yeah

Mari: So you haven't done any silence retreat?

Marcus: No

Mari: Oh my God

Marcus: I was scared of doing that, I will go crazy

Mari: I went crazy, after you do it you learn it's almost like hard for me to say but basically I learn that the best place in the world is inside of me and I get in there with breathing

Marcus: Wow

Mari: I don't need any drugs and I don't need any alcohol. It took me five days to get it. Third day I wanted to quit. The only reason I stayed in there was because I told all my friends on Facebook that I was going to go

Marcus: oh yes you got that Holy shit moment

Mari: and I was like how am I going to explain to people that I left and I was doing this to inspire my clients right and I start meditating but it was a life changing thing for me. I totally recommend you to do it. It's a mind training.

Marcus: It was seven days?

Mari: Ten days

Marcus: Wow I might think about the [unclear: 78:22]

Mari: anything I forgot to ask you?

Marcus: I am Not sure

Mari: I think asked you for the suggestions for the clients about your routines, about your career transition what's next, you didn't tell me. What country is next? Are you willing to stay here longer?

Marcus: Yeah I have a one year VISA to stay here but I really want travel, I really really want to because I have been here for too long. I know too much and this is not exciting any more.

Mari: Let's go to Maldives

Marcus: one of my dreams is Maldives but it's expensive though but I need to find a way of getting there and just enjoy the nature

Mari: okay, swim with the sharks

Marcus: yeah the sharks

Mari: Are you not afraid?

{Both laughs}

[unclear 79:25]

Mari: Okay

Marcus: yeah we have that joke like.... so people find not offensive by who are just joking around

Mari: yeah Yeah It's not offensive. They talk about it. They make jokes themselves.

Marcus: Yeah

Mari: So yeah there is an invitation if you want to come to Bali, I am going to check out because we are actually in Fun-space and it's a co-working area here and I'm totally researching about the co-working because I want to do Oh that's an important thing to mention. I am inviting [unclear 79:54] to talk at a conference that I am organizing in Brazil probably for July 2016 for Digital Nomads and he will probably participate virtually right

Marcus: yeah that's good

Mari: yeah okay great I want to thank you so much for coming here with me on a Sunday and for also helping try to find my iPhone and

Marcus: it's also a \$1000 iPhone

Mari: and it was great and I love to know a bit more about you and I'm sure uh if people want to know more about your project they go to [unclear 80:41]

Marcus: yeah for now most of my products are in Portuguese. So if you are Brazilian and want to check it out [unclear 80:53] and I might translate my products in future and my videos that I post for free online so you guys can check it in the future and it was a pleasure. Thank you very much and it think It was really cool to share with honesty and with integrity and thank you so much guys for listening.

Mari: yeah thank you Thank You [unclear 81:24] and the transcript they are going to have the transcript cool so let's do the pool party.