



# Notes

May 27, 2025

# Mighty Mastermind

Invited [mark@mightyautomation.com](mailto:mark@mightyautomation.com) Mighty Mike Reid  
[mary@mightyautomation.com](mailto:mary@mightyautomation.com) [edj@mightyautomation.com](mailto:edj@mightyautomation.com) ~~Michael Reid~~

Attachments  Mighty Mastermind

Meeting records  Transcript  Recording

## Summary

Mighty Mike Reid hosted a meeting covering community updates, including the renaming of the platform to "Mighty Dashboard" with enhanced features for premium members. Participants Sheila Williamson, Tom Tracy, Gabriel Carheart, and Adele (Rhino Justice) introduced themselves and discussed topics such as serving high-profile individuals, the quality of process servers, training resources, and service diversification. Mighty Mike Reid also announced upcoming events and encouraged community engagement, including voting on a potential evening roundtable session.

## Details

- **Meeting Start and Welcome** Mighty Mike Reid started the meeting on May 27th, noting it was being recorded and broadcasted. They welcomed everyone and stated their goal is to help attendees grow their businesses.
- **Mastermind Principle** Mighty Mike Reid discussed the mastermind principle from business books, highlighting the value of community members helping each other solve problems ([00:03:04](#)). They clarified that while they would cover community and product updates, the open floor discussion is for the attendees ([00:04:03](#)).
- **Sponsor and Introductions** Mighty Mike Reid mentioned their sponsor, mightybuilder.com, offering a \$100 discount with code MPS 2025. They

announced a change in the agenda, moving introductions to after the initial updates ([00:04:03](#)).

- **Community Update - Mighty Dashboard** Mighty Mike Reid shared an update on the growing community, mentioning increased membership through emails and social media ([00:04:58](#)). They announced the community platform is being renamed "Mighty Dashboard," where members can post and bid on jobs, and manage their profiles ([00:05:52](#)) ([00:09:23](#)). Mighty Premium members get priority in searches and access to bidding ([00:06:42](#)).
- **Premium Member Benefits and Coming Events** Mighty Mike Reid detailed that Mighty Premium members will have access to automation and server management tools on the dashboard at no extra cost if they lock in their membership ([00:07:30](#)). They announced upcoming events: Process Server Daily podcast relaunch on June 10th, Mighty Dashboard live on June 9th, and the next mastermind on August 19th ([00:08:25](#)). They will also attend the Nally conference June 11th-13th ([00:09:23](#)).
- **Book Launch Update and FAPS Getaway** Mighty Mike Reid announced the book launch is pushed to August 19th to coincide with the next mastermind, intending to rewrite it as a marketing book for process servers ([00:10:15](#)). They also mentioned the FAPS beach getaway from August 15th-17th, where they plan to finish writing the book, and the Cali event on August 21st ([00:11:56](#)).
- **Introductions - Sheila Williamson** Sheila Williamson from Washington State introduced herself, specializing in national process serving and working on document preparation services for pro se individuals with attorney review ([00:15:10](#)). They are currently looking for office space for their online business ([00:13:39](#)).
- **Introductions - Tom Tracy** Tom Tracy from Minneapolis introduced himself as specializing in hard skips nationwide, with 30 years of experience as a bounty hunter and repo man, offering services when others cannot locate individuals ([00:17:20](#)). They mentioned referring a service in Morris, Minnesota ([00:18:09](#)). Tom suggested that tow truck companies can be used for service in areas where servers are hard to find, noting licensing requirements vary by state ([00:19:07](#)).
- **Introductions - Gabriel Carheart and Adele (Rhino Justice)** Gabriel Carheart from Northern California introduced himself as starting a process serving business, Trienter Services, covering Sonoma and Marin counties ([00:21:21](#)). Adele with

Rhino Justice from Houston, Texas, briefly introduced their availability for process serving in their area ([00:22:17](#)).

- **Community Chat - Process Server vs. Private Investigator** Mighty Mike Reid initiated a community chat based on a Reddit post about needing to serve a famous actor outside the US and whether to hire a process server or a PI ([00:23:11](#)). The poster had issues with a previous process server and their attorney ([00:24:13](#)).
- **Serving High-Profile Individuals** Tom Tracy shared their experience serving Courtney Love, recommending contacting information providers like Delpoint beforehand when searching for celebrities to avoid account bans ([00:26:03](#)). They also suggested contacting the celebrity's representation or attorney to arrange service ([00:28:00](#)).
- **Risks and Tips for Serving Celebrities** Mighty Mike Reid mentioned the increasing incidents of process servers encountering issues when serving high-profile individuals like rappers, sometimes facing detainment or even violence ([00:29:05](#)). Tom Tracy reiterated that a PI is needed to locate someone, while a process server typically delivers papers ([00:29:53](#)).
- **Quality of Process Servers** Adele with Rhino Justice emphasized that not all process servers are ineffective, even in states without strict licensing, and that the quality depends on the individual ([00:31:34](#)). Mighty Mike Reid agreed that experiences can vary with both PIs and process servers. They advised the Reddit poster to hire a PI if they have the budget but stressed the attorney should clarify the validity of their case ([00:33:22](#)).
- **Mighty Premium Member Benefits Discussed** Mighty Mike Reid highlighted the benefits of Mighty Premium membership, including directory listing, marketing tools via Mighty Automation, custom rate sheet design by Netty, and access to notary and upcoming litigator lists ([00:36:07](#)). They encouraged members to utilize these resources to grow their businesses ([00:37:53](#)).
- **Training Resources for Process Servers** Gabriel asked about formal training resources, especially in states without licensing ([00:40:33](#)). Mighty Mike Reid recommended Calpro in California, highlighting their valuable training on topics like evictions and subpoenas ([00:41:38](#)). They shared their personal experience with Calpro certification early in their career ([00:43:20](#)). Tom Tracy suggested new attorneys as potential clients and advised reviewing cases to offer valuable insights during service ([00:46:41](#)).

- **Expanding Process Serving Services** Tom Tracy suggested process servers can offer additional value by assisting with post-service remedies like locating bank accounts and employment information ([00:49:28](#)). They also mentioned the possibility of pursuing deficiency balances after evictions and even selling those judgments ([00:50:17](#)). Mighty Mike Reid affirmed these strategies, noting they align with their previous advice ([00:51:10](#)).
- **Diversification in Process Serving** Mighty Mike Reid cautioned about the potential future impact of technology and AI on traditional process serving, suggesting diversification into other related services ([00:55:21](#)). They shared their past experience with offering eviction services as a profitable example ([00:57:35](#)).
- **Meeting Conclusion** Mighty Mike Reid concluded the meeting, thanking everyone for their participation. They provided information for those signed up for the podcast interviews, which would occur on Tuesdays ([00:58:31](#)).
- **Podcast and Community Growth** Mighty Mike Reid shared an advertisement for Mighty Process Servers ([00:59:33](#)). They expressed excitement about the podcast's potential to significantly increase the community membership, estimating over a thousand members by the year's end. Mighty Mike Reid encouraged members to suggest topics for future discussions ([01:00:53](#)).
- **Meeting Schedule and Additional Session** Mighty Mike Reid mentioned that the current Tuesday meetings would continue for a few more weeks before a one-month break. They introduced the possibility of an evening "round table" meeting in addition to the regular sessions. Mighty Mike Reid asked members to vote on a poll within the community if they were interested in attending the evening round table, aiming to start it once 25 people committed ([01:01:44](#)).
- **Community Engagement and Closing Remarks** Mighty Mike Reid acknowledged Sunshine Civil Process for joining the meeting late ([01:01:44](#)). They thanked everyone for attending and reminded them to be safe. Mighty Mike Reid also mentioned Sandra's campaign for TPSA and asked members to vote for them ([01:02:32](#)).

## Suggested next steps

*No suggested next steps were found for this meeting.*

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# Transcript

May 27, 2025

# Mighty Mastermind - Transcript

00:00:00

**Mark Success Team:** All right.

**Rods Support:** Good

**Mark Success Team:** Morning, guys.

**Gabriel:** Do you want to feed the fish? Good morning, everybody.

**Mark Success Team:** Good morning, Gabriel. Just give Mike a second. He's just setting up.

**Mighty Mike Reid:** What is up team?

**Mark Success Team:** Morning. Good morning.

**Gabriel:** Morning, Mike.

**Mighty Mike Reid:** Good morning. Good morning everybody. Today is May 27th. This meeting is being recorded and broadcasted. If you guys have questions, you guys can put them in the chat or raise your hand. We're going to get started. I look forward to meeting each and every one of you. Uh my goal, of course, in the community is to help you crush it and take your business to the next level. So, all right. So, first thing I have on the agenda is to not answer calls. Yes, we're in the meeting.

00:03:04

**Mighty Mike Reid:** People are trying to join, I guess. Let's see. Yep. Cool. So, make sure you guys are letting people in when they come. All right. Let's see. So, on today's agenda, uh one of the coolest things is like as we enter into summer, there's a lot of really neat things, but um uh if you haven't been to a meeting before, the mastermind principle, they talk about it in How to Win Friends and Influence People, uh the Millionaire Mind, all these old school business books that are written by people who, you know, the early billionaires, right? in in today's dollars, you could say they were billionaires. Um they had this mastermind of people that they could go to, that they could um bounce ideas off of, bring their problems to, and someone in the community, not necessarily the host, me, right? But somebody in the community would have an answer to the problem that they're dealing with. So, I highly respect that concept.

**00:04:03**

**Mighty Mike Reid:** And even though I do go over a few things regarding the community and the products that I have that uh our sponsor and things like that, the masterminds really are for you. So after we get through some of the stuff here in the beginning, then we'll we'll turn it over. We'll just it's an open floor. So be thinking about what you want to uh what you want to bring up. Okay. So uh our sponsor is mightybuilder.com. I partner with Desi who is um one of the leaders over at PST and she designs our websites and we have a couple people on our team that help her out. And um so yeah, you get a \$100 off uh your setup fee when by by being a member here inside the community. You just put MPS 2025 at checkout and you get \$100 off. So really quick, um we're switching it up. We're going to do introductions here after I go over some uh updates with you guys.

**00:04:58**

**Mighty Mike Reid:** And then after we do introductions, we'll go into a community chat. So, I prepared a little more for this meeting. So, bear with me. It's going to be pretty cool. Like, we're going to go over some really cool stuff. So, the first thing I want to share is an update on the community. So, um the community is growing leaps and bounds primarily by sending emails. Um but we are getting a lot of people who are coming directly from um uh social media as well. Good stuff. Yeah. So let me go ahead and share my screen really quick. All right. And um let's see here. We'll go over here to the dashboard. So one thing I wanted to share with you guys um here each and every meet mastermind I want to share and update you guys on how it's going. You're actually able to post a job now inside of our community.

**00:05:52**

**Mighty Mike Reid:** Can you guys see my screen? Anybody? Mark,

**Gabriel:** Yes, we can see your

**Mark Success Team:** Yeah. Yeah.

**Neddy Support:** Germanic.

**Mighty Mike Reid:** thank you. Okay, appreciate it. So, so what one of the cool things you

can do here under the my jobs tabs, you can actually come in here and add service attempts. I mean, this is still in beta testing, but you can add service attempts. you can um you know, some of this might look familiar. My developers uh taking some liberties here, but being able to upload uh photographs, stuff like that. So, it's very it's coming along quite nicely. Uh there's a lot of changes that I'd like to see, but if you guys are not beta testers and you want to be, uh we are we are looking for more people that are willing to be beta testers. So, on the jobs board, you're able to bid on jobs. You just come over here and bid on the job.

**00:06:42**

**Mighty Mike Reid:** \$20. I don't know who posted this one. Um, so yeah, that should be on here, too. Oh, no. They don't show it until you bid on it and get accepted. Yeah. So, cool. That's just an update on that. It's coming along nicely. You can actually come in and update your profile on your on your own and then however you've updated your profile will show up on the on the search is the goal. So, you see different people who are Mighty Premium members. They show up at the top. And when you're Mighty Premium member, you get access to bid on jobs and everything else. Uh let's see. Cool, cool, cool, cool. That was the last thing on that. And uh there's lots of other things I could show you, things I'm excited about, but I want to move on with the agenda. Make sure we get to everything that you guys want to talk about today.

**00:07:30**

**Mighty Mike Reid:** So, that's the update. We're actually changing the name. It's going to be called the dashboard, Mighty Dashboard. And uh you're going to have all the things that I give you as a mighty premium member will be a uh able to access on the dashboard. Whether it's the automation tools, whether it's the being able to manage your serves, send them out to to other people to get paid through there. Everything's through the dashboard. So, and for now, I'm not going to charge anything extra. If you lock in your premium, mighty premium, you you don't get charged extra. You're locked in for life. So, some coming events, guys, get out your calendars. Okay, some coming events. June 10th events. Okay, let me Should I sh screen share and share the community calendar? I guess no, I'll just say it and we can talk about it. Um, for now, uh, but Process Server Daily podcast is going to relaunch the first uh, group of episodes,

guys.

00:08:25

**Mighty Mike Reid:** It gets thousands of downloads. Process Server Daily gets thousands of downloads a month and there hasn't been a new episode for like three years or four years or something like that. It's been a long time. So, we're going to relaunch the podcast with new episodes on the same channel, right? So, episode 29, 30. We've already gotten uh quite a few people who I've interviewed and we're getting ready to interview more today. I'm doing it every Tuesday. So, you have until June 10th. Okay, that'll be the last day we're interviewing for the launch. And then I'm not interviewing anybody or doing a mastermind until August 19th. So, the whole month of July and half of June and and August, I'm I'm not doing a mastermind meeting. So, I'll put I'm going to be posting some videos weekly that you can watch that uh to help you guys move forward and maybe we can create some more discussion in the board. Uh June 10th is the date uh we're going to relaunch the podcast.

00:09:23

**Mighty Mike Reid:** The dashboard, what I just showed you is going to go live. Actually, not just beta, but live where you can actually bid on jobs, post jobs, manage your jobs, do proofs on your jobs, stuff like that inside the inside the dashboard. And then lastly, the um the next mastermind, yeah, is August 19th. So June 11th through the 13th uh is Nally. I'm going to be going there uh right after June 10th, right? I'm getting on a plane and I'm going to Colorado and I'm going to go to that conference. Uh Mighty Website Builder, my company is sponsoring one of the main sponsors uh for the event and um it's going to be exciting. We haven't been to a lot of PI conferences, so it'll be interesting. Is anybody on the call going to be going to that? I'd love to hear it. Put it in the chat if you're going to go. I'd love to hear about it. We can also talk about it.

00:10:15

**Mighty Mike Reid:** Uh the book launch, we are pushing that out a lot. I know a lot of you guys signed up to be on the book launch. We're pushing that all the way to August 19th.

And the reason why is that is the next mastermind we're going to have after June 10th. And August 19th, I will have a rough draft finished and I will be able to um and the reason why is because I've been listening to a lot of books when I'm doing my walks and uh I realized that I'm not at the level it's not at the level I want it to be at because I want to break down the marketing principles so people can understand it in a more basic way because I love marketing so much I get into all the details of it when really you need to understand the core concepts. I'm looking at this chart right here that I have that's all about marketing. Um, I did like a brain dump and so I want to write the book as a marketing book really.

**00:11:07**

**Mighty Mike Reid:** So, process server marketing is what I think I'm going to call it and I can tell the concepts that I learned about marketing as I built my process serving company and I could tell those stories and so I'm kind of rewriting it that way. So, it's also interesting to listen to instead of just like a textbook if that makes sense. So, if that bores you, I'm sorry, but like to talk about that. But those of you guys that are interested in the book launch, I'm redoing that and August 19th, I'll have a rough draft and then we can start the book launch um module training where we're going to go through and I'm going to show you the concepts for how to publish self-publish a book and to be able to get it to be one of the top uh bestsellers in that niche. I haven't done that. I just have paid a lot of money for someone to teach me how to do it before. And so that's what we're we're going to do.

**00:11:56**

**Mighty Mike Reid:** Faps Beach Getaway. These are two more events, okay? And then we're going to move on to introductions. FAPS beach getaways August 15th to the 17th. And if you guys have never been to a FAPS uh Florida uh Florida convention or a Florida beach getaway, it literally is like a getaway. You you go and you just have a good time. And so I didn't I'm not just going to stay there the 15th through the 17th. I actually have like a two-eeek uh resort poolside beachfront like thing. I'm just I'm that's that's where I'm going to sit down and I'm going to relax and I'm going to actually write the book, finish writing the book, the marketing, all the marketing stuff and I'm going to finish it up so that on the 19th when I'm still there, we'll do the last day I'm there, we'll do the

mastermind call, then I'll get on a plane and come back to New Mexico. And then of course right after that is Cali uh August 21st.

**00:12:48**

**Mighty Mike Reid:** We haven't decided if we're going to go to that yet. Uh if the Nally conference goes really well and the Pls at the Nally conference um like you know we do well there then obviously we'll go to another another one. So all right we want to get to know each other here in the room. So if you haven't shared your name already share it inside the chat location and what you specialize in. If you're on YouTube, leave a comment uh live if you're watching this live. And if you um are watching the replay, comment replay. And if uh if you're with us live here on Google, um of course, put your name and everything in in the chat. So, let's get into it. So, who do we have um that has their camera on? Let's see. Miss Sheila is the first one I see here. How How are you, young lady? You're

**Sheila Williamson:** I

**Mighty Mike Reid:** muted.

**00:13:39**

**Sheila Williamson:** took myself off mute.

**Mighty Mike Reid:** Yeah.

**Sheila Williamson:** I'm I'm good. I'm just getting situated. It's going to take me a couple months before I get like full in gear and going. Like I told Jessica, I got some other things that I got to handle first. But um I am working on my Google my my my Google my business or whatever you want to call it. but found out that so since I'm in a home I I have to have an office because it's an online

**Mighty Mike Reid:** Yeah.

**Sheila Williamson:** um and so I don't want to do it in my home. I don't want to do like a video to my home, you know.

**Mighty Mike Reid:** Oh,

**Sheila Williamson:** Um

**Mighty Mike Reid:** yeah.

**Sheila Williamson:** so I'm I'm looking at office spaces right now. So

**Mighty Mike Reid:** It's so

**Sheila Williamson:** um

**Mighty Mike Reid:** funny. I just I just did that Google uh Google My Business. I did um right here at my desk. I started it and it wanted me to like show a sign.

00:14:26

**Mighty Mike Reid:** So, then I had to redo it. I got in my truck. This is for the dumpster company. I got in my truck and drove to the corner and start and hit record. I said, "There's the sign. Here we go." And I drove down and I'm like, "And there's the house and this side is the garage where we keep the dumpsters." It is weird when you work when it's a work from home situation. And sometimes they still don't like it. They're like, you know, but yeah, having an office, even if you only do it for a few months, is a really good way to

**Sheila Williamson:** What

**Mighty Mike Reid:** to

**Sheila Williamson:** happens?

**Mighty Mike Reid:** uh get a good Google listing that and uh what's cool is you can actually put it close to the courouses and stuff like that. So maybe they get this idea that you are super close and so they're more likely to hire you.

**Sheila Williamson:** Yeah, that's that's what I'm aiming for.

00:15:10

**Sheila Williamson:** I uh did, like I said, for years before many years ago, and I had a file at the courthouse, and so attorneys would come in or their assistants would come in, they'd file things, parillegals, and they just drop it in my box. And that was way back before I did like anything on the internet, right? It was just I had a courier service. I'd go out to the court every day. I'd pick up, I'd file someplace else, I'd serve, and then I'd bring it back. So, um, I'm probably going to end up going that route again a little bit, too, just to reintegrate. So, we'll see.

**Mighty Mike Reid:** Yeah. So, what So, uh, remind everybody where you're from and what you specialize in.

**Sheila Williamson:** So, I'm in Washington State. Um, specialize in process serving. I've done it nationally, so just about every state other than the Southeast. Um

**Mighty Mike Reid:** Yeah.

**Sheila Williamson:** I've managed serves in um I also am working on document prep so that I can offer services prosay to to prosay individuals that'll allow me to they'll uh fill out a form it'll pull it right in read it proofread it use some AI just to make sure it sounds good and then I'm working with an attorney that's going to be the reviewer because in Washington state um any prosay filers have to have their documents reviewed by

00:16:27

**Sheila Williamson:** the court facilitator or an attorney now before they go before the judge or at least in my county. Um, and so it'll be one flat fee to have us prepare the document, file the document, have the attorney review it, and then serve it.

**Mighty Mike Reid:** Um, yeah. No, that's awesome. That's awesome. Well, welcome. Thanks for coming. All right. Next person we have here is Mr. Brad. I think you're driving though. And you got your bubble. Your cool bubble. Hang on my jinger. Okay. And let's see who else we got here. Okay, that's everybody with their cameras on. I have um uh my team here, uh Netty and Mark and Jessica and uh Rods and we got a couple others too. They're having some internet stuff issues. Um if you guys just rule of thumb, if you guys want to introduce yourself,

**Faithful Path Investigations:** just,

00:17:20

**Mighty Mike Reid:** you turn your camera on, that's how you tell me you want to uh come on and introduce yourself. Otherwise, you're welcome to do it inside the chat. Uh here we definitely want the network. It looks like we got uh Tom. Oh, what's up, Tom? Oh, you're muted,

**Tom Tracy:** Okay,

**Mighty Mike Reid:** buddy. There you go.

**Tom Tracy:** turned my thing on. Hey, uh I'm Tom Tracy. I work in uh well, I live in Minneapolis, but I work nationwide. I do super hard skips. I have 30 years as a bounty hunter and a repo man. The way that uh my business works is when nobody else can find them, they contact me. Obviously, I'm a little more expensive, but if you hit a snag, I know some tricks besides desktop skip tracing in order to track down the party.

**Mighty Mike Reid:** That's cool. That's cool. Well, welcome and and um I'm sure to pick your brain here uh pretty soon.

00:18:09

**Mighty Mike Reid:** I know my team reached out Minianapolis. We're we actually have one in the middle of nowhere uh to serve and I think you were you were offering your services out there. M but

**Tom Tracy:** Morris, I believe, and Morris is the middle of nowhere. Uh, but I do know a company up in uh in that county, and I managed to refer back to that.

**Mighty Mike Reid:** Okay, perfect. Perfect. Yeah, I appreciate that. Yeah, the ladies the ladies here, uh, Rods and, uh, Jessica, they're they you might get calls from them. They're on the directory. We have, um, lots of members on the directory, but we have a lot of people, a lot of areas and states that there are no nobody. And so we got to call and and this is just a sign that mighty process server directory is starting to rank all over the country and um it'll grow and eventually it'll grow like wildfire. And so it's pretty cool to to get all these referrals all over the country, but it's challenging because you still got to you got to serve it, you know, when people

00:19:07

**Tom Tracy:** Well, I don't

**Mighty Mike Reid:** Yeah.

**Tom Tracy:** want I'm sorry to interrupt you and I don't want to give away all my tricks, but one of the reasons I can serve all over the country is having been a repo man, I discovered if you can't find a server in that area, there's always a tow truck company

**Mighty Mike Reid:** Yeah,

**Tom Tracy:** and

**Mighty Mike Reid:** it's a

**Tom Tracy:** and

**Mighty Mike Reid:** good point.

**Tom Tracy:** now certain states as as the woman was just saying in Washington, Florida, you have to be licensed to serve. In most states, you don't. And there's a tow truck company that served every square inch of this country and you can find somebody explain what's going on. Those guys are driving around anyways, stopping, dropping off of some you offer them 50, 100 bucks, and usually they'll do it.

**Mighty Mike Reid:** That's a good point. And those guys, you know, they'll repo a car for

300 bucks, you know, so you figure just stopping giving a piece of paper is light work for them.

**00:19:54**

**Mighty Mike Reid:** They're used to getting chased and Yeah. Yeah. That's true. That's good. Well, Tom Tom, it's so good to have you here and your experience uh being in the business for a long time and bounty hunting is a whole different can of worms.

**Tom Tracy:** There's no money in it.

**Mighty Mike Reid:** Yeah, that's what I'm I'm told. Yeah, it's difficult to to go. So,

**Tom Tracy:** you're

**Mighty Mike Reid:** cool.

**Tom Tracy:** doing it all on spec and the big companies like Goldberg uh have contracts with Pinkerton. So if you're going to try and be a bounty hunter, you have to work for a local company that only has one office and at any given time they might have one or two out. Uh but the problem with that is of course that the cops can pull them over because his tail lights out and you waste all that time and money. That's that's you're doing it on spec.

**Mighty Mike Reid:** you're trying to find them and then they just get found anyway.

**00:20:41**

**Mighty Mike Reid:** Yeah. Okay. Yeah. Well, well, thanks Tom. Appreciate you coming.

**Tom Tracy:** Yeah, pleasure to be here.

**Mighty Mike Reid:** Yeah. Let me know if there's anything I could do to help you with process serving and we'll build your build build that up. Anything marketing related is my thing. But uh and then I'll lean on you for finding people.

**Tom Tracy:** All right. Well, I am actually publishing a book. I used to work work with strippers and I had a lot of uh government corruption stuff and somebody wanted me to write a book. So maybe I'll contact you about how to do that as well.

**Mighty Mike Reid:** Yeah, Mark, let's get him on the podcast. Reach out.

**Mark Success Team:** I'll

**Mighty Mike Reid:** Reach

**Mark Success Team:** send him

**Mighty Mike Reid:** out.

**Mark Success Team:** a message.

**Mighty Mike Reid:** Thanks, guys. Appreciate you, Tom. Appreciate you. All right,

**Tom Tracy:** Thanks, guys.

00:21:21

**Mighty Mike Reid:** M Mr. Gabriel's next on the list here. He's got his camera on. How you doing, sir?

**Gabriel:** Good morning everybody. My name is Gabriel Carheart. I'm out here in Northern California. Will be serving Sonoma and Marin counties as trienter services specializing in process serving. Just getting going at this point in time.

**Mighty Mike Reid:** I appreciate you coming. Yeah, I think it's the first time I've seen you on. Um, you said Northern California. I used to serve in Chico and so but now you I think you said Soma so you're a little further further west,

**Gabriel:** Yeah,

**Mighty Mike Reid:** huh?

**Gabriel:** it'll be Sama and Marin counties.

**Mighty Mike Reid:** Yeah. Well, that's cool, man. That that whole area is difficult to find servers unless you get into the more populated areas. Um difficult to find servers that aren't charging, you know, \$150 a serve, which I'm happy for them, you know, but uh when you get into the city, you can actually find more people.

00:22:17

**Mighty Mike Reid:** There's more options. And so when you start farming things out, it becomes difficult. But it's so good to have you on, man. Let me know. Let us know if you have any questions or uh feel free to pipe in as we get into some discussions here.

Guys, be thinking um about what you want to talk about the mastermind principle, the ideas that you get to share, uh the troubles, struggles, things that you have questions about, things like that. Um so let's let's let's dive into it. Uh did I miss anybody? Google Meet is a little bit new to us here.

**Rhino Justice:** Yes, Mike. I'm going to jump in real quick since I put the camera on real quick. This is Adele with Rhino Justice. Uh, do you need anything done in the Houston, Texas area or greater surrounding Galveastston? I'm available at 281-817-4466 or again that's 28181 Rhino. Um, just hi Mike. I'm about to go on sir, so I won't be having my

camera on very much.

**00:23:11**

**Mighty Mike Reid:** That's okay. That's okay. Appreciate you coming, Adele.

**Rhino Justice:** Yeah.

**Mighty Mike Reid:** See, she's out there. um spearing people with her Rhino uh tusk, serving them justice one day at a time. I love the the brand Rhino Justice. All right, cool. Well, let's um let's dive into it. So, the next thing uh that I have here after introductions is basically um a community chat. So, I'm going to share uh an idea and this should get the brain turning, right? The the gears turning. Um, if you haven't heard of Reddit, um, well, let me just share my screen. Reddit is a Don't fall asleep on me. Reddit is a community chat type of situation. And so, uh, one thing I I'm fascinated by when it comes to things like Reddit, um, can you guys see my screen clearly?

**Rods Support:** Yes,

**Mark Success Team:** Yes, Mike.

**Mighty Mike Reid:** Thanks, guys. So, do I need a process server or a private investigator?

**00:24:13**

**Mighty Mike Reid:** Uh, they don't live in the United States. Uh, they hired a process server who was hopeless. Is this this is this is feedback, right? So, this could be your customer. You never know. Uh, we don't know why they said that, but And I tried finding PIs in California. I know Gabriel was just on, so he can maybe comment on that. We have a few California folks. also have retained an attorney in California since the end of last year who has been terrible. Won't answer emails anymore anymore. Interesting. Yet agreed to take on the work to the point of having a group Zoom meeting over it with my lawyers. O I just feel for these lawyers already. Okay, trouble is the person I'm trying to contact is a famous Hollywood actor. No one wants to touch it. Have been trying for 10 years to make contact with this person.

00:25:10

**Mighty Mike Reid:** They have a copy of a contract from back when I was a child actor 45 years ago. So I I really think this discussion could go a lot of different ways but the first thing I just want to mention is that like first of all why is it this famous actor's responsibility uh to provide a contract um to the person uh if you know anything about acting like this unless he was also a director or producer or something like that but if he was just an actor why would he have a contract for the for this kid from 45 years ago? I don't know. But anyways, they're hiring attorneys. They're trying to do all this. I was kind of looking this up a little bit to see if I if this was somebody that I knew. There's a couple things I want to mention about this and I want to know what you guys think. Okay. Uh also, um there's a little raise your hand feature right here.

00:26:03

**Mighty Mike Reid:** Um that's a good way to interrupt. Uh that's the best way to to say, "Hey, I have something I'd like to say." Uh which I appreciate. Okay. Um, so you get some people here like, hey, you may require some surveillance. I would try a private investigator if you have the budget. Um, and then they say maybe start with a different process server. And this is a really good I don't know who these people are either, right? But this is a really good tip here that there are budget friendly PIs and there are process servers um, also process servers that know how to serve celebrities. I know a couple people who live down in the Los Angeles area who have regularly served high-profile individuals. There's a couple issues, though, and I know Tom could probably comment on this, is that you, if you search certain really high-profile individuals on skip tracing platforms, they will ban your account. You have to show and then until you can show proof that you have a legal document or you've been contracted by somebody who has a legitimate claim.

00:27:04

**Mighty Mike Reid:** Who do we have here? Somebody raise their hand.

**Tom Tracy:** It wasn't me, but uh I can tell you that yeah, I had to track down Courtney Loveven server uh and I used Delpoint currently. One of the things I did is contacted them ahead of time and said uh I need to talk, you know, I need to search a celebrity. Uh

back when I ran in office, we had somebody, this is long before he was president, that searched Donald Trump and and that what they're doing is trying to teach people as a training issue on on real estate. And we immediately heard back from Delpoint. So, what I would tell you to do is contact the information provider and tell them what you're going to do ahead of time.

**Mighty Mike Reid:** Yeah, it's a great idea. That's a great idea. Yeah. And delve point and TLO and all these, they're the they're the top ones that really the only the professionals use. everyone else is using, you know, true people search or which I've used as well cuz they come up with different phone numbers sometimes.

**00:28:00**

**Mighty Mike Reid:** But, uh, what other what other tips do we have on this or or perspectives that you hadn't thought of? Um, I guess I should keep it up on the screen, but they don't live in the US, which is already kind of interesting. Um,

**Tom Tracy:** In the case of a celebrity like Corgi Love, she lives in Britain. One of the things I was able to do is track down her representation, contact them, and they told me who her personal attorney was, contact the attorney, and he agreed to accept service. It wasn't something she was adverse to. It was a watch that belonged to um her husband. uh the gentleman from Nirvana, I forget his name right now, and we needed uh some proof that it was hers. And in in short, we got what we needed by contacting your attorney

**Mighty Mike Reid:** Yeah, that's and that's a good point. You know, sometimes valid service often valid service doesn't need to come to the person individually. And sometimes if you are serving the person individually, it's uh unnecessarily um you know, you could be putting yourself at risk.

**00:29:05**

**Mighty Mike Reid:** You know, I've heard a lot of uh recent um not that I wouldn't do it. I'm just saying I've heard a uh recently a lot of uh rappers and things like that that are getting served and the servers are getting like um obtained. They're like getting they're like holding them like, you know, until the police arrive and the police are like, "Dude, he's a processor. Let him serve the guy." And um I forget what the guys all the all the different there's like two different rappers that I know of that have dealt with that. One of

the rappers actually pulled a gun on a process server. It was like a big case. Um, and uh, he ended up getting out of it because they showed excessive force and and trying to be diligent in get getting him personally served when they could have given it to his attorney. So, that's good that you did that. That's great. Courtney Love, huh? Yeah.

**00:29:53**

**Mighty Mike Reid:** Kurt Cobain is his name.

**Tom Tracy:** I've actually met Cordy Love. I'm a friend of uh Cat Veland who was in the band with her for a while and she was the one that Cobain's watch and we needed to permission to sell it and she granted that.

**Mighty Mike Reid:** Yeah. So, what do you think about what do you guys think about um this whole thing with process server versus PI? I know that a private investigator has different tools and they um very similar tools, but they have other experience I would say. What do you think? Let's just open it up. What do you guys think? PI PI or process server? A lot of you guys are PIs and process servers, but what do you think about this person's question? They're they're saying, "Should I hire Should I Should I hire a PI or a process server? And is it more money?"

**Tom Tracy:** You need to hire a PI in order to find him.

**00:30:46**

**Tom Tracy:** The process server, it could just be somebody, you know, delivering a pizza. I mean, it's not that difficult in many cases. Walk up door.

**Mighty Mike Reid:** Yeah, that's a

**Tom Tracy:** Uh

**Mighty Mike Reid:** good point.

**Tom Tracy:** once the SI process server fails, then you just have to start getting tricky.

**Mighty Mike Reid:** Yeah. Yeah. It's a good point. Like a lot of processors, like you said earlier, Tom, is a lot of them don't there's no requirements literally. He could also be a pizza delivery driver who just uh serves papers on the side cuz he got a call once from a guy like Tom or a guy like me who's like, "Hey, um you know, we did it the other day. We called, we had this uh place in the middle of nowhere and I showed I think Rods was it you Rods where I called the notary and I got him to serve it for 50 bucks.

**Rods Support:** Yes, that's me.

**Mighty Mike Reid:** Yeah. Yeah.

**00:31:34**

**Mighty Mike Reid:** And and it's like she was already a very diligent notary. She was like professional. She's like, "Hey, I'm in the middle of a mobile signing right now. Can I get back to you?" You know, she was so she was a hustler. And so for 50 bucks, she was like, "Yeah, no problem." She went out right away. She went did two attempts. She found out it was a bad address. She let us know. She took a picture. Like this is the kind of this is like what you're up against. You know, when you're charging a hundred bucks, just know that if there's no requirements for uh registration or certification, you may be competing with somebody who is licensed as a notary, right? And they actually are just as professional, if not more so. Uh Adele

**Rhino Justice:** I just wanted to say on the process server side um not all processor servers don't do their work incorrectly.

**00:32:25**

**Rhino Justice:** I mean we are sort of fight here in Texas. Um we may not always have the extra tools but I guess it is depending on you know this processor you can serve because I believe just like PIs there could be bad PIs that don't fully do their jobs just like there could be process servers that don't fully do their job and take don't take the business seriously. What I would say is don't go ahead and um you know pass up on the process server just because we there may not be certifications in that state because it just depends on the actual individual person on how they're handling their business.

**Mighty Mike Reid:** That's true. And the lady did say that uh um I used used a PS server who was hopeless. So So we don't know we don't know why they would say that, right? They had some issue with them. Um, and I've had this happen too where you hire um, private investigator, you pay a little bit more and they, you know, pull out all the stops and they have all the reasons why and stuff like that.

**00:33:22**

**Mighty Mike Reid:** They have a way they've been doing things and sometimes that

actually gets in the way of things because you're like, I actually remember I told you I need you to take a photograph of the front of the property. Whereas someone who I paid \$50 would have no problem doing it, whereas somebody I paid \$150 as a PI is like, I don't do that. You see what I mean? So when you're a process server, it's every single person's a little bit different. It's doesn't matter if they're a PI or a process server. So that's a good um that's a good I mean if I was going to give this person advice, I would say you know they said do you need I would say it doesn't matter necessarily process server private investigator if you have the money hire a PI. Okay? Because they've been licensed. They've gotten the tools they need to be able to find people. Um but the most important thing is understanding that this person the attorney should tell you whether you even have a case or not uh when it comes to getting this contract from this Hollywood actor.

**00:34:18**

**Mighty Mike Reid:** Why did you know and if you are going to skip trace them uh call Delp Point or TLLLO ahead of time I love it. I keep hearing uh sound but I don't see any hands up. So uh what other what other comments or things that you guys want to talk about? What are you struggling with in your business right now? I have I I have a bunch of stuff I could talk about, okay? I just don't want to be the only guy talking. I don't want to bring up everything. Uh what you guys think about it, uh raise your hand if you want to speak or you can put it in the chat. While you guys think about it, Netty up here, hi Netty, it's been a minute.

**Neddy Support:** Hi Mike. Hi guys.

**Mighty Mike Reid:** Uh Netty is our uh design pro. She is awesome at making designs. If you've seen uh my stuff on social media, I I actually see it and I'm like, "Oh, I said that."

**00:35:08**

**Mighty Mike Reid:** Okay. And like I see all these like images and cool stuff she's putting out for 123 Legal Support and for um or for Mighty Yeah. for Mighty Process Server. And the ladies, Rods and and Jessica, have been calling and making sure that our list is correct when it comes to who what servers are out there because we're putting servers on the list on the directory that aren't necessarily paying members and um so that attorneys can find them and request a quote and then once they request a quote they'll

be invited to become a member on our directory. So, this is going to become this is going to be uh the mighty dashboard. Um well, the mighty directory mighty process server is going to become just like a behemoth. Like there's no way it can't there's no way it can fail at this point. It's already past the the threshold of of like a big snowball rolling down a hill. So, I could even stop, you know, I don't have to spend ads or anything.

**00:36:07**

**Mighty Mike Reid:** every this industry is so tightknit with email like everyone has an email, everyone has a phone number and then same thing with lawyers. They all have emails and phone numbers. So you don't have marketing is going to be on point of course but uh but you don't need it. Everyone has an email. Everyone has a phone number and you can connect everybody like that. So that's what we're going to do. So if you guys are Mighty Premium members, uh Mark, you're wrapping up the notary list. Uh, and so next week we're starting

**Mark Success Team:** Yep.

**Mighty Mike Reid:** the mighty lit litigator list, which is going to be um all of the attorneys across the country. And so if you're a mighty premium member, you get your local county uploaded of all the attorneys in your local county uploaded. And then I think I said, what did I what was the deadline, Mark? Was it June 1st? If you sign up for Mighty Premium or if you're already signed up, you get the three counties around your local county.

**00:37:00**

**Mighty Mike Reid:** And if you're not yet, but you sign up before June 1st, you get the three local counties around. But after that, man, come on. Like, you know, and yeah. So, \$57 for Mighty Premium and you get a directory listing and all the tools, marketing tools I give you with Mighty Automation. And if you guys aren't sure what that is, uh Don or somebody commented in the community about how they want to learn more about how to use it. And so, Mark and I are going to get together. We're going to do some screen share and go through everything. Like you can schedule out all of your social media posts. Like you could do it all in a couple hours once a month. Go make all your images on Canva, right, Netty? And then go in and schedule them using the mighty automation tool, the marketing tools, and then um you can do email blast, right? You can do what

we're doing.

**00:37:53**

**Mighty Mike Reid:** You can put all the emails in there. you can call them through the app and then send them an email from a template you've created. Um, if you don't if you're also if you're a member and you don't have a rate sheet to be able to do the be the backup script I teach, get with Mark so he can schedule that. Uh, Netty will will actually design a custom rate sheet for your business with your branding information on it. All of this stuff is just bonuses as being a Mighty Premium member. 57 bucks a month. Isn't that crazy? Is it okay if I over deliver? So, if you guys have questions, that's why I hired all these cool people. Well, Rods and Jessica, they're they're trying to make me rich. They're they're they're serving pay. They're getting paper served. But Netti and Mark are hired specifically to help you guys crush it. All right.

**00:38:46**

**Mighty Mike Reid:** Um All right. Cool. What other things we want to talk about? Problems in your business. What are you struggling with? Do we want to do the be the backup script? We only have until June 10th. Okay. Because then I'm taking off like two months. Jessica, you had something. No. Yeah. My Jessica. Well, I saw your hand raised. You were like this.

**123 Support Team:** No mic.

**Mighty Mike Reid:** No. You seeing things? Okay. Okay. How's it going, Jessica? Do you like working for me?

**123 Support Team:** Yes,

**Mighty Mike Reid:** Uh oh. Uh oh, she

**123 Support Team:** absolutely.

**Mighty Mike Reid:** paused. I'm glad you guys are having fun. Um, and being professional like you guys are in the Philippines. You've learned everything. You're professional.

**00:39:37**

**Mighty Mike Reid:** You know how to use the systems and tools and it's cool to see

actually. It's really cool to see. And um uh yeah guys, so if you're if you're out there and you're you're trying to serve papers and you're struggling, just know that like there is light at the end of the tunnel. Like I I used to serve 30 well I would attempt 30 or 40 papers a day and I would serve 20 or whatever. You know, I would serve 20 um papers a day and I had three counties where I would just alternate days, you know, Monday, Wednesday, Friday, local, Tuesday, Thursday, Saturday, out of town. I'd get a hotel two hours away because I wanted to do a morning intent the next day. Like that's the kind of level of volume that I want you guys to be able to get. But I want you to do it different than I did. I want you to have a team um or automate things as much as possible uh so that you can do it on your own and then eventually hire a VA.

**00:40:33**

**Mighty Mike Reid:** We have a VA service, but we only we only let we only hire people for those who are like committed. You got to I say don't even think about doing it till you've reached the \$10,000 a month mark and then you can hire a VA. If you try to do it before that you just you struggle and then you cancel and then we have a VA who um you know who doesn't have a job now. So I'm probably just going to hire them. That's I'm not going to just tell them they're fired because you can't afford it. Like you got to go get the money. You got to go get the business so that you can afford it, you know? So cool. What else we got here? Gabriel, we got your hand up. What's up, man?

**Gabriel:** Uh yes sir, I had a question. So I am new starting in process serving. Uh while I do have a private security background and know a little bit about it, I'm curious about where the best places to find uh formal training resources are, especially when you're in a state that doesn't have a licensing program where you have to go through training.

**00:41:38**

**Mighty Mike Reid:** Remind me where you're at.

**Gabriel:** Northern

**Mighty Mike Reid:** Oh, yeah. You have the best training in the in the country. You have you heard of uh Calpro?

**Gabriel:** Uh, yes I have. I wasn't sure. Does Cow's Pro do you know if they let you join if you have under a year process serving experience? I

**Mighty Mike Reid:** Yeah.

**Gabriel:** know NAPS

**Mighty Mike Reid:** Yeah.

**Gabriel:** doesn't.

**Mighty Mike Reid:** Yeah. You know, um yeah, they do. Calpro will let you join. you go get uh certified. The the number one reason why I say to do that is because not just the the training they give you, which is super valuable. They do go walk you through like how an eviction works. An unlawful detainer is probably one of the most complicated things to serve in California because the different dates and the default dates and all this. Um and they go through all that with you. They teach you that.

**00:42:27**

**Mighty Mike Reid:** They teach you the subpoenas, the you know how in California you got when you serve a subpoena, depending on who the person is, the amount you have to give them changes. Like if it's a CHP officer versus somebody who's uh just an individual versus the type of case it is. Like it's so different and complicating in California compared to all the other states. Um and uh CLSPro is they have a actual program that's actually pretty good. Um, and I think it might be like a hundred bucks for the class if you get you want to get Calispro. That's just CalPro certified, by the way. That's not even becoming a member. I think you can become a member for a couple hundred bucks a year. The conferences are pretty cool. They have them in different places all over the c all over the state. Um, but yeah. Yeah. Yeah. That's I would highly recommend doing that.

**00:43:20**

**Mighty Mike Reid:** Actually, it's part of my story. If you watch some of my older videos, I do talk about that. my very first affiliate who was going to give me work. She said, "Go get CowPro certified and then come back and talk to me." You know, she's like, "You you you know, I'll give you work as soon as you" She was only paying me 25 bucks to serve for quite a while. But um but that's how I got started. That's how I got

**Gabriel:** Okay. Okay.

**Mighty Mike Reid:** Yeah.

**Gabriel:** Excellent. I will go research Cal's proin.

**Mighty Mike Reid:** Yeah. Yeah. Cliff Jacobs, one of the guys who taught me a lot. He

said uh he worked for one of the big companies, One Legal, which is now bought by Infotra, who also bought Serve Manager and Serve Now and a couple other companies. And uh anyway, he told me, "Go serve a thousand papers and then get back to me."

**00:44:07**

**Mighty Mike Reid:** And you know, when he said that, I was offended. I'm like, "Dude, I'm a hustler. I'm going to serve a thousand next month or whatever." But about a year later, he reached out to me and he goes, "You're making some waves, man. Uh have you reached a thousand yet?" And I was like, "Yeah, actually." uh I just passed a thousand. He's like in in one year that's pretty good. And so he started sending me all my e that's when I got my e filing uh agreement with them and be I'm sorry that my filing agreement with them before eiling was active. So yeah, great question. Great great uh great question. Yeah, you're in some states I'd be like, "Hey man, just connect with local affiliates. If you're in a state where they don't have a program, uh connect with local uh process serving agencies and offer to serve for them. Also, you get to know how much they charge.

**00:44:52**

**Mighty Mike Reid:** You get to know what type of work is coming into that area. Um I'll just say this because sometimes people are confused about what I'm saying. Um don't go steal their clients. Okay? If their client sees your marketing or sees you on Google and calls you, that's different. But if you're actively engaging and trying to take their clients, it's just bad ju guu. It's not going to it's not it's going to come back to you in negative ways. You just don't want. But the knowledge of knowing what customers are coming in, like how kind of volume, right? Like what kind of um pay are they, you know, you you learn so much about the business just by serving for other people. I'm getting so many messages from process servers. I think a lot of people just don't know we have the mastermind and I'm like I'm like tap in, you know? You guys got to tap in. Not for me, for each other.

00:45:47

**Mighty Mike Reid:** Like let's let's connect. So, some really cool things. One thing I notice is that we get now that we're getting more people joined, we have a lot more differing opinions and differing uh ideas on how things and I know I could easily spark some debates and stuff, but I want to keep I want people to keep things professional, right? And uh as a business owner, one thing I love about this concept is that as a business owner, you should have differing opinions on how you do things on what type of are you going to have LLC or corporation or are you going to, you know, have a website that's, you know, one pager? Are you going to have a multi-pager? Are you going to go how are you going to price yourself? you know, all these different business concepts or um you're a business owner if you're having these types of conversations versus uh someone who has a mindset of just how do I get more affiliates to send me more business?

00:46:41

**Mighty Mike Reid:** You know, when you first start off, that's not a bad uh way to look at it because you're you're making money. If you're doing that, it means you're making money. You're going out serving for ABC's and one 123s. Uh uh then you're you're making good money. But eventually you want to go out and get the attorney contracts uh direct to you, you know. Yeah, definitely go get your own clients. Definitely. Great comments. It's great comment. So, yeah. Uh what what else you guys want to talk about? So, that's the Reddit post. Yeah. Bring your questions, challenges, and wins. You can also mention shoutouts. um open discussion is meant for you to come and and share the things you want to talk about. Mr. Tom

**Tom Tracy:** Yeah, I just posted it on there. One of the things if you're just starting out that I found useful for a friend up here was get a list of people that recently passed the bar in your state.

00:47:41

**Tom Tracy:** They're new attorneys. They don't have anything yet. A lot of times you can establish very long-term deals with the person. They obviously don't have a server yet. And that's a good move. I would also tell you another trick that you can pull off the

attorneys really like if you have the time. You can't do it if you're serving 20 or 30 a day. Review the account and then when you serve, there are certain questions, especially in a uh if in a deposition subpoena. For instance, you ask the guy when you hand him the paper, hey, what was the color of that car that hit you? Things like that. Uh and you get immediate answers. And then you can record that in this state at least. You go back to the attorney and say, the key issue on this was the color of the car. I asked him at the door and he gave me this answer there. Then later on when they're actually in the deposition, they can't change their answer because the attorney, didn't you tell my investigator blah blah blah.

**00:48:38**

**Tom Tracy:** It's a way to really like make the attorneys like you. It takes a little more time to review the case, but it's worth it.

**Mighty Mike Reid:** Yeah, Tom, it's funny. You remind me of um some of my best experiences working with attorneys um with Rooney Law Firm. It was a place out of Chico when I when I was serving all the time. Um, I wasn't an investigator, but they very much considered me uh a part of their team and um and I would come in, they was, "What do you think about this, Mike? Can we find this guy?" You know, this kind of stuff. And I think he didn't have a PI in there because he was cheap if I'm being honest. But uh but he had me in there and I had no problem. And I would ser I would charge 99 bucks to serve, you know. And so, um, but what you're saying, what what you were reminding me of that is that he only hired brand new attorneys out of law school and he would train them up and and, uh, put them out, you know, have them go to court for him basically.

**00:49:28**

**Mighty Mike Reid:** And he had a bunch of them. He'd have three or four every year that would join him and then they go off and start their own thing. A lot of those guys are still my clients, especially on the e-filing side. Um, and, uh, you know, now they're public defenders and they get, you know, they move on and do their own thing. But that's that's great tips, Tom. Appreciate that.

**Tom Tracy:** There's an additional thing I wanted to throw in there is that some people are are leaving money on the table. The attorneys don't just want the person served.

There are remedies afterwards. How do you know bank accounts? How do we uh find out where they work? uh if you have a chance while you're out there uh doing the process service and you have any hint to what they do for a living, you know, a a logo on a truck or something like that would be useful. Uh same thing, by the way, I want to say you were talking about unlawful detainers.

**00:50:17**

**Tom Tracy:** Uh I've talked several attorneys into actually following through on that. Here in Minnesota, you serve it, you get the unlawful detainer and they're evicted. After that, there's a court hearing where you can go for the deficiency balance, the amount that was still owed in rent. And sometimes that's, you know, obviously in the thousands. And most of the people that are the property owners don't want to chase that that money. And the problem is that if you chase that money, if you just appear in court, they don't appear in court, you get the default judgment, you can sell that judgment to another attorney for about 30 cents on the dollar and at least get something out of out of it. So you make these uh suggestions to the attorneys that are asking you to serve and mention that you can help with remedies.

**Mighty Mike Reid:** Tom, it's so funny having you know you you come on and you say all this stuff and I and uh who do we have on here that's been in here for a while?

**00:51:10**

**Mighty Mike Reid:** Jessica. Where's is Jessica in here? Like this is the stuff I've been telling people and half the time I think they don't believe me. Tom, I'm like you get a judgment. You can like put a lean on someone's property. You if you own the judgment, you put a lean on someone's property. You can uh I've never heard of selling it back to the attorney, but that's pretty that's pretty interesting.

**Tom Tracy:** you

**Mighty Mike Reid:** Um

**Tom Tracy:** just hired agency for the same thing. You you thing is that the the property owners weren't didn't see any value in getting the the actual judgment associated with the unlawful detainer because they didn't know how to handle that from an financial point of view. Some attorneys buy it, but you can always just turn it over to a collection agency. Here in Minnesota, it's good for 10 years. That person is likely back on their feet

in 10 years, and you probably

**Mighty Mike Reid:** Yeah.

**Tom Tracy:** can get something out of it.

00:51:58

**Mighty Mike Reid:** Yeah. And I think that's what it is, right? Is the homeowners like, yeah, they you can't bleed a turnup or whatever is a common phrase. It's like, yeah, but you don't have to bleed it. We don't have to bleed the turnup. We just have to follow the turnup until it start until it's not a turnup anymore.

**Tom Tracy:** and the judgment goes on their credit bureau. So, if they go to buy a car or a house, they've got to clear it up. Uh and again, uh not all of them are going to perform, but a good percentage of those people at least at some point could afford to live there. Now, they can't. They'll probably be able to afford to live there in the future. That has value and you should go get chase the actual judgment besides the eviction.

**Mighty Mike Reid:** Yeah. And it's another thing too, you know, uh, Tom, is I always tell people like as a process server, it's hard to like show your value in a in a community of local service providers because you it's like it's almost like um, you know, like a carpet cleaner.

00:52:52

**Mighty Mike Reid:** I don't know, maybe not even like that because it's like when you need a process server to go deliver something, you'll Google them. You don't need them to go to a BNI networking meeting. You know what I mean? But if you're but if you're uh uh you have other services and specialties you offer like judgment recovery like you're saying or um or even you just help the attorney understand that you can handle all this other stuff, right? Like one of the things I really like in California is there's a default judgment and there's a certain date that if they don't file the an answer by uh if they don't file an answer uh up to 5 days before uh 5 days after you've served them, then you can file what what's called the default judgment. And uh the one problem with the default judgment is that you don't have a money judgment. And a lot of attorneys that do this a lot, they'll do the the money separate.

00:53:46

**Mighty Mike Reid:** And so they'll do the eviction judgment first and then they'll go back and say, "By the way, they also owe this back rent." And then they'll have to uh serve them separately. So, but anyways,

**Tom Tracy:** damages. A lot of the times I end up doing that stuff, the person trashed the place before they left.

**Mighty Mike Reid:** yeah. And they'll take the copper and they'll Yeah, they'll remove everything. Yeah. Now, if you guys put your information in the chat, I know somebody was asking about that. Nory. Um, what's up, Miss Smith? I met her in Georgia, I believe. That's the same person.

**Norei Smith:** Oh, yeah, it is. I'm sorry. I couldn't couldn't get off mute fast enough. Yeah, I'm in Atlanta, but we met at uh Naps in Florida.

**Mighty Mike Reid:** Yeah. Yeah. Yeah. Well, welcome. Welcome. Yeah. We're I love getting people like Tom on.

00:54:34

**Mighty Mike Reid:** you know, you get people who have a lot of experience and and have been through it and it's like, yeah, that's exactly the experience. But, you know, if you go and you do and uh it just solidifies for me and I hope it does for some of you guys if you've been watching my videos, the trainings in there, um that that this stuff is real. Like you can make money doing this stuff. Like not just a hundred bucks or 500 bucks, but like thousands of dollars. And what he was saying about sell uh selling it back to the attorney, you can actually um partner with them, too. You could partner with the homeowner if you if you were to say, "Hey, I'll just want 50% of the payments. I'll track it down." And you know, there's a lot of different ways to go about it. But, um it's it's just you own a business and you can decide what services you want to add onto it.

00:55:21

**Mighty Mike Reid:** And I I want to add to this this caution for you guys. Um, I've been studying the AI stuff a lot and um, I've been seeing a lot of people talk about it and and uh, I would I would highly recommend in process serving that you diversify and that you look in other ways to make a living because process serving itself, I'll just tell you. So, I I

got a huge tax bill from California for one of my companies. It was like \$50,000 and I had to go and pull my transcripts. Um they call it transcripts for what why and like you know what they decided it why they decided it was that much and they wanted to audit me or whatever, right? But when I went to go sign in there was this real ID, right? when I went to sign in to get my transcripts. The only reason why the only reason why we don't vote um primarily like through some type of system that I was logging into is because of law the a law that just hasn't been passed yet, right?

00:56:26

**Mighty Mike Reid:** All it takes is one law that says, "Hey, you're responsible for monitoring this email. No matter what comes to it, no matter whether you lost your password, you can always reset your password." You know what I mean? I had to put my social security number in. I had to upload a copy of my ID to get into my transcripts. I was like, dang. Like, imagine if this and this account was so secure that I could legitimately someone could legitimately send me notification through here, which the government does. Um, and and there's no doubt that I'm the person that saw it. that's the only requirement for successful service and process. So things like that and uh other technologies that are coming out make me think that uh we're about 10 year 10 years out maybe five or 10 years out from it being all electronic. And you then you get the people I I should say 90% electronic but then you get the people who um then you get the people who uh just don't have that account, right?

00:57:35

**Mighty Mike Reid:** They never log into the account. they never signed up for the account. And that's where your private investigators are going to come in. That's where your special process servers who are appointed by the court that'll come in and have to find these people and give them notice that they're being sued or that they owe child support or whatever the case is, right? So, I don't think it's going to go away completely, but I'm just saying like expand also because you're you can expand and make more money doing other things too. That's the bigger reason. So, and that's what I did. I prepared evictions. That's one of the things I did in California. We would prepare, serve, and go show up with the sheriff and do a lock out and change the locks for the client. And we did one package deal for 5.95. Um, and we got hundreds of those every month,

evictions. I actually had one of my old clients reach out to me and say wanted me to take down the videos where I mentioned their name because they don't we don't serve for them anymore.

**00:58:31**

**Mighty Mike Reid:** Um they they were just trying to lock old ladies out of their trailers. And I'm not trying to pick a fight, so I won't mention them again, but um um evictions are a really good um really good way to make money. So cool, guys. Well, I got another meeting. Do you guys have anything else you want to discuss before I check out? Cool, guys. Well, thank you so much for coming. It's been a great hour here at Mighty Mastermind. If you are signed up to be on the podcast, go ahead and um make sure that you get the link. We're going to actually send you a Streamyard link if Mark hasn't done it already. Uh we'll make sure we get you the link so we I can interview you. I do the interviews on Tuesdays after the mastermind. So, I will be doing the interviews today and next Tuesday and then the following Tuesday. So, two more Tuesdays for the next like uh 30 episodes of the Process Server Daily podcast, and I'm really excited to share it with you guys.

**00:59:33**

**Mighty Mike Reid:** We got some cool uh cool stuff. So, just to kind of sign us off here, let me uh let me bring that up really quick. Is it sharing? Yeah, it's sharing. Dashboard. Look at this. I was telling him to make some edits for me, but let's see. What is this? Is this the commercial? Yeah. Let me see. I don't know if it's going to play. Hey, quick break from the episode to tell you about something that's changing the game for process servers across the country. It's called Mighty Process Servers and yeah, you can join absolutely free. Inside, you'll get full access to every course, every download, and the educational tools that we use to help process servers build profitable companies. We meet every Tuesday at 100 p.m. Eastern for our live mighty mastermind call. Come join the conversation. You can connect with other professionals, post on the discussion board, direct message members, and become part of one of the most engaged communities for process servers.

01:00:53

**Mighty Mike Reid:** Don't wait. Go to mighty processerver.com and join. I don't know if you guys could hear that, but um it's pretty cool. Were you able to hear that, Mark?

**Neddy Support:** Yeah.

**Mighty Mike Reid:** Okay,

**Mark Success Team:** Yeah, yeah,

**Mighty Mike Reid:** cool.

**Mark Success Team:** yeah.

**Mighty Mike Reid:** Yeah. Yeah. So, I'm excited about the podcast, guys. I think it's going to really crush. I think a lot of people are going to um come into the community. I g my guesstimation is by the end of this year we'll be up over a thousand people in the community and um engaging and helping learn helping them learn the business. And those that have been in the business a long time like Tom can come and drop some value. I always love that. You're always welcome to come back. Um, and uh, yeah, let's throughout your week be thinking about things that you want to bring up that you might be good uh, good topics to introduce and you can come on and introduce yourself and and discuss uh, things.

01:01:44

**Mighty Mike Reid:** What's up, Sunshine? Sunshine Civil, how you doing, man? I just noticed you on here. I don't know if you just came in or

**Sunshine Civil Process:** Yeah,

**Mighty Mike Reid:** not.

**Sunshine Civil Process:** I got in here late. I apologize. I um I had some things going on today, so I saw the time I had to come home and change and realize the time. So, I figured I'd try to jump in here and catch at least a little bit of it.

**Mighty Mike Reid:** Yeah, appreciate you coming on. Yeah, we're um uh just wrapping up here. But uh but I appreciate you coming. And guys, we're we're coming every Tuesday for the next couple Tuesdays and then I'm actually going to take a month off. We do have a poll. So if you guys want to do an evening meeting, I'm going to call it a round table instead of a mastermind just to differentiate it. If you guys want to have a round table in the evening, uh, go and vote on the poll inside the community.

01:02:32

**Mighty Mike Reid:** I know there's about 16 votes and once it gets to be about 25 people who are committed to come, we're actually going to do an evening roundt. Um, and I figure we'll do it at least once a month. So, that'll be fun. Cool. Well, thank you guys. Appreciate you all for coming. Take care. Be safe as always. Live mighty.

**Rhino Justice:** They have mighty have a good week, everybody.

**Mighty Mike Reid:** Thanks, Adele. Thank you, guys. Stop recording. Goodbye. Oh, yes. And go vote for

**Norei Smith:** Thanks.

**Mighty Mike Reid:** uh Sandra. She's She's running for TPSA. What's up, Sean? I knew Sean was on. You guys all with your cameras off. I can't even say hi to you. And call for everyone. I don't know why it takes forever to stop recording.

**Transcription ended after 01:03:29**

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