



# THE LAND GEEK

## The Art of Passive Income Podcast With Mark Podolsky, AKA The Land Geek

**Mark and Scott talk with: Aaron Williams –  
BearLandProperty.com, Erik Peterson - LandOpia.com, and  
Mike Zaino – LandGuru.com on the Land Geek Round Table**

### Transcript

**Mark:** Hey, it's Mark Podolsky, the Land Geek, with your favorite nichey real estate website, [www.TheLandGeek.com](http://www.TheLandGeek.com) and today's Round Table podcast we have you know I'm not even paying this guy he just likes to show up and take the abuse we offer every week, Erik - no nickname - Peterson. Erik, how are you?

**Erik:** I'm good. Looking forward to boot camp here, coming up in just a short time.

**Mark:** Ah, same here. It's going to be amazing. We've got Bear Land – Aaron, he's back.

**Aaron:** Hey everybody. I'm back.

**Mark:** He's becoming a fixture.

**Aaron:** Looking forward to boot camp we're still planning on it.

**Mark:** Yeah, by the way, I don't even need to meditate anymore on Tuesdays because just seeing his face, hearing his voice I feel so centered, so calm. Breath in the mailing, breath out the marketing the Zen master - Mike Zaino. Mike, how are you?

**Mike:** Doing great. Happy 2018.

**Mark:** Happy 2018 yeah. Is it cold by the way up in 'Boston'?

**Mike:** That was horrible by the way. [00:01:33] [indiscernible]

**Scott:** 'Boston' what's that?

**Mark:** [00:01:37] [indiscernible].

**Mike:** Not for a [00:01:38] [indiscernible] devotee it's not cold.

**Scott:** How do you get away wearing that Hazle fire shirt if you can't even say the town, Mark?

**Mike:** Ah, you know.

**Mark:** I know it's terrible. I did my Wim Hof cold shower because now it's like cold here. It's like 40s in the morning it is invigilating.

**Mike:** That is not cold.

**Mark:** Yeah, I know but for us it is. My water is colder and then last but not least...

**Scott:** [00:02:06] [indiscernible] that's cold.

**Mark:** Thank you. Scott Todd from [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com) and most importantly, if you're not automating your Craigslist and your Facebook postings, [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek). Scott Todd, happy new year!

**Scott:** Same to you man. How it going?

**Mark:** Good, good. So as Erik mentioned, we've got boot camp in a few days, boot camp in a few days and for those of you that haven't signed up for the San Antonio boot camp the next one I believe is in Vegas. So go to [TheLandGeek.com/BootCamp](http://TheLandGeek.com/BootCamp) and start making your plans now. Erik for you

what are some of the takeaways you get from boot camp? Why should we even go to boot camp?

**Erik:** So, I think from a beginner's point of view you know someone that's just bought the Investors Toolkit or maybe is in Flight School currently I mean it's just good to be so eye-opening to attend the sessions, to just get a better grasp on how the whole business works from start to finish and kind of see examples of how to do different pieces of the business whether that's scrubbing lists or marketing or any of the aspects of the business get touched on. So from a beginner's standpoint, I mean that is really, really great information that you're not going get just going through the Toolkit or something and then of course you have the connections you're going to make. You're going to meet other people that are either doing land investing or are interested in it and as you progress those connections are going to be important to you: people to bounce ideas off of, people to wholesale to, to maybe buy properties from and the list goes on. So, that's a big piece boot camp that I think is great.

**Mark:** How about for you Bear Land - Aaron how many boot camps have you been now?

**Aaron:** Just two or three. Everything Erik said was right on point. There it is whether you're a newbie or been doing business for a while boot camp is still always full of those aha moments where something just connects. Maybe it was a struggle or maybe it was just something you didn't think of previously but you're all kind of like, "Aah okay, yeah that makes sense." It's full of those things but then it's kind of nice too because it also offers a unique I guess vacation opportunity. You know get away, go do something that's not in your norm and the nice thing you know it's a business expense, it's education that sort of thing but we're going to some really nice places, some nice hotels that make it just a pleasure to be at. It's not like some conference where you're dredging to a room to go sit and bored. Boot camp is just an incredible experience and that's why you hear people going to them over and over again because not only is it educational, but it's quite an experience and in and of itself that makes it well worth the trip year after year or quarter after quarter, we enjoy them immensely.

**Mark:** Yeah. How about you Zen master Mike this is like your 50th?

**Mike:** We love them. I always tell people if you go to the boot camp no matter where you are in this business you're going to go to another level. It doesn't matter if you've been doing it for a long time, you're brand new, you're thinking about getting started no matter what you're going to take it to a higher level. Like everyone is saying you know the connections and the

networking. Personally Laura and I go to all of them just for the inspiration and being around people that have taken the business to such a high level. Always chasing big brother Scott Todd, always trying to catch up, see what he's doing, trying to learn from the new ideas and messages his employing. It's just that inspiration is invaluable. I mean you surround yourself with these types of people and success is sure to follow.

**Mark:** Yeah. Scott Todd, why do you keep showing up for these boot camps?

**Scott:** Well Mark I can tell you that I mean, everybody just said kind of the very same things but I go there just for one nugget, one or two pieces of advice. If I can just get one or two pieces the room is always... look this is a market right. So like it's a market that's ever-changing and just because we learn something in October doesn't mean that it is the exact same. Maybe the principles are the same but maybe there's something new on the marketing front, maybe there's something new on the negotiations front, maybe there's something new, like there's new smokes if you will and all it takes is one little piece to kind of correct something or to change your business. So I'm just looking for that one little piece of gold that I can put into place to make something a little bit better and I get to teach there. So it's fun for me.

**Mark:** Yeah. This was like my [00:07:48] [indiscernible] moment but Scott just stole my reasons that I personally love boot camp. It's that little nugget that is always, it always shows up in the oddest of spots. Sometimes it's in the room, sometimes it during a break where someone just comes up to you and be like, "Hey, did you know about these?" I'm like ah no and it will like totally changes everything. Sometimes it's just a phrase, sometimes it's one simple phrase that we weren't utilizing that makes all the difference.

I can tell you we're getting such higher downpayments now because Scott Todd was like, "Oh this is how we get big downpayments." It was just this one phrase how much would like to put down for years. We never asked how much you would like to put down. We were just like you know you've got to put down 299 or whatever it was or whatever we advertised. As soon as we started saying that phrase it totally changed everything. We got better buyers, we got bigger downpayments that one little nugget and we keep getting these every single time that we're at boot camp.

And then just the fact that the people in the room the room always become so much smarter than just the presenter because for whatever reason we attract really, really smart, good people and no one there has what we call scarcity mentality. They're not like holding their knowledge to their chest or

they're not sharing. Like everyone's sharing what they're doing, how they're doing it, what works for them and it's amazing. It really is a very special weekend and then just to be able to meet us face-to-face like you putting the voice with the name or the face. Like go up to Erik Peterson, at a break and you will be like oh my gosh you're JotNot Pro right? And it's like you know that's crazy.

**Scott:** I would say if I see someone like I love JotNot Pro.

**Mark:** Yeah and that's the thing and then Erik get to go like [00:09:45] [indiscernible] by the way this is the third person that's come up to me and said Mark is a jerk and JotNot Pro has been phenomenal or you know...

**Mike:** [00:09:54] [indiscernible] is always perfect.

**Mark:** Exactly, exactly. You know how did you get that big deal away from Mark, like what did you do? I haven't forgotten about that Erik. Or you know just meeting Mike in the break and just talking to him about how did you start? Like you were at \$40,000 in debt like how did you get out of that so quickly? What was your focus? What was your.... you know? I mean these little things that you don't get if you're not there and then of course you just get smarter by being near Bear Land - Aaron or Scott Todd. Like just being close to them you just oh my gosh my IQ just went up 10 points. Like it's crazy. So that alone just the networking, the people and then the depth of knowledge is so great for boot camp and then we always do something more differently. Right Scott?

**Scott:** Every time yeah.

**Mark:** Every time.

**Scott:** Because we learn. Because we're learning from feedbacks and so we get better too.

**Mark:** Right. We always take the feedback to heart and make little iterations and it's great. It's great. So, we were talking on the last Round Table about goal setting and setting these goals and how we're setting them. But then we didn't really get into the weeds of the barriers to execution. What are the things that get in the way where you don't end up hitting your goals? So Zen master Mike what are those things for you?

**Mike:** I think one of the biggest problems with achieving goals is you know just taking on too many things at once. So if you make your goals too broad or you include too many aspects I mean I've heard you talk about you know

you'll have five things to accomplish for the week keep it simple. When you add too many things into the mix it tends to really just complicate things and when things get complicated then you start to get frustrated. When you're frustrated you don't perform at your highest level and then things don't get done. So, one the biggest barriers to goal setting I think is being too broad and setting too many. Keep it very specific and that's why all of us employ the mentality of the 12-week year it keeps things very hyper focused and that should alone help you from straying off this path and going into the no man's land where you're just doing too many things and nothing is getting accomplished.

**Mark:** Yeah, I agree. How about you Bear Land - Aaron what are some of the barriers to execution for you with your goals?

**Aaron:** Like Mike said getting too many things in there is definitely an issue. The 12-week year helps with that but even as far as the 12-week year goes you know if you're just beginning to implement it a piece of advice is you will have all these things you want to do and they tell you try to limit it to three. Sometimes don't even limit it to three maybe two or one because sometimes three can distract you from what's really the most important thing, that one thing. There's the book about *The ONE Thing* too.

So really make sure you're working on what is most important and then the other thing that I find is the most limiting to me is myself. You know, for various reasons you can get off track and you can beat yourself up about it and then keep yourself on track or you can start to feel fear for various reasons. Sometimes even when you're about to achieve your goal you have the fear of what's next, you know those sorts of things. So you've got to be careful to not let yourself be your biggest obstacle because they are so many ways that you can but just keep it simple and keep moving forward and know that when you accomplish this you will then go through the process again and set your new thing. So, don't worry about what's next and you know. Make sure you accomplish what you're trying to and then you can worry about what's next and those sorts of things. So don't let fear and getting into your own head too much to be your biggest obstacle.

**Mark:** Yeah, it's so true. How about you, Erik?

**Erik:** I liked what Aaron said. I definitely think ourselves are a big thing that gets in the way right. I mean, whether it's us not believing in ourselves or just not executing or any number of things but what I would add to that is probably just general distractions get in your way. So you know that's why it's important to write down your goals and review them on a regular basis whether you're rewriting them every day or you're looking at them once a

week or whatever works for you, but you know don't let shiny objects syndrome get in the way. You know you're about a new whatever it is you know Bitcoin going crazy or whatever it is at the moment and not letting those things distract you from what your focus is for this 12 weeks and then the next and so on down the line. One great way to do that is just to establish good habits and make that part of your routine and follow through on that and that will keep you on task. If you've done your reverse engineering and looked at all those numbers and various aspects of your business, if you build habits around those things it's going to help you that much more to achieve your goals.

**Mark:** Awesome. How about you, Scott Todd?

**Scott:** I think that you just have to be committed right. You just have to like commit to the goal and don't stop and don't let the self-doubt kind of get into your head. It's easy for the brain, the inner voice to start talking to you and saying like what are you doing? Like what makes you think that you're good enough to do this? What makes you think that you can do this? What makes you think that this is going to work for you? What makes you...? I mean, it's that inner voice and we all have it's amazing.

I was listening to a podcast the other day with someone that was like extremely successful, extremely successful and I was blown away by the fact that they were talking about the inner voice. Like that their brain was telling them you can't do this and I think that what makes successful people and what helps you to achieve your goal is just doing it anyway.

**Mark:** Yeah. How often does Parkinson's Law of Time get in the way for you guys? Where what I mean by Parkinson's Law of Time is work will expand to the amount of time you give it. So, if you give yourself two hours to complete a project it will take you two hours. If you give yourself two weeks to complete that same project you will actually take two weeks. Is that ever a thing for you guys? Bear Land - Aaron you're shaking your head.

**Aaron:** Yeah, absolutely it's a huge thing you know and I guess that if you're pusher you can compress those time spots down a little bit so you can accomplish more. If you're worried about accomplishing it all you definitely want to make sure that it's within your goals timeframe. The worst thing you can do is leave it open-ended because it may never get done. It's a real thing, it's huge you know and while you're back engineering your goal, you know that's something you need to think about. Like how long should these steps take and give yourself that. Because if you do if you give yourself too much time you'll take too much time it's human nature even the best most mentally strong people have that as well. So Parkinson's Law is definitely

something to be aware of when you're doing that and I think that the best way to avoid it is when you're back engineering to pre-figure that out and only give yourself that amount of time that's necessary to do it and are not make it too easy on yourself by giving yourself these time gaps to let yourself stretch it out.

**Mark:** All right. How about you, Zen master Mike?

**Mike:** I think it's an important topic and I think that on the flipside don't take it to the other extreme and give yourself not enough time to do something because then you will be going through the process we were talking about on the last podcast where you are not enjoying the moment. You're so fixated on that short amount of time that you've dictated or set aside to do something that you're not giving it its full due, you're not giving it the attention it deserves. It's like listen to your son or daughter tell a story when you know you have to be somewhere else and unfortunately probably all that mess you're just kind of like aha, aha, aha and you know you're not giving them that full due and then you suffer in the long run from that. So just on both sides of the equation definitely don't prolong things but if something is going to take a certain amount of time don't try to squeeze down if it's going to take away from the experience of doing it and doing it correctly.

**Mark:** Yeah. I have just finished listening to this book *Do You Hire for Your Bliss* by Eric Weiner and his NPR correspondent and he goes to all these countries and tries to extract like why are the Swiss happy, why are they so happy in Iceland. But one of the places he goes is Thailand and in Thailand they all say the same thing if we're not having joy with our work then what's the point. Like it should be fun right and they extract joy out of everything they do and like the smile there is a big thing. Like they will even smile at a funeral. There are all different types of smiles, it's very interesting. Erik Peterson what are your thoughts?

**Erik:** Well I think, Mike...

**Mark:** Parkinson's Law of change, sorry.

**Erik:** Now, I think Mike and Aaron both covered it pretty well. For myself I guess being sort of a perfectionist of sorts or maybe wanting to maintain control of things I think that's something I can easily get into. Where I let tasks take longer than they need to or what have you. It is very rare for me to rush through something and do a poor job. It's usually the opposite to spend more time than is really needed. So, something I'm constantly trying to keep a check on and keep a balance to.



**Mark:** Yeah. Scott Todd do you ever have that issue or are you spinning the plates?

**Scott:** No. I think we all have that problem. Mark I think that it's easy to get into. I think that it's you think okay why I have two weeks to do this and then you might start it and then you know like you get down to the last couple of days and you start to stress out. So I think that we all get into that situation. I think the easiest way to do it is okay I'm just going to get this done right now. It doesn't matter when you set the deadline for yourself just work on it till you get done and then be done with it.

**Mark:** Yeah, absolutely.

**Scott:** Easier said, right?

**Mark:** Yeah and I think going back to what you said before Scott about fear that Tim Ferris, Fear-Setting Exercise.

**Scott:** Yeah.

**Mark:** I think you just Google it and it really, really helps and I mean, you know, Mike is kind of like me now kind of obsessed with death, we even got the death clock on our chrome tab and look...

**Mike:** I still got three days more...

**Scott:** That's ridiculous.

**Mark:** Mike has more days than me but like it builds in like it's a weird thing. Like it builds in just like I don't have all the time in the world and you know like as a is I'm finishing up the book *Dirt Rich* and I have all these doubts, all these fears. The problem with the book is that once it's done I can't go back and iterate right. Like the Toolkit I can always go back and iterate, the videos those horrible YouTube videos I make I can always go back and like do them again literally. But like the book it's like it's done and it's a really, really scary thing and then I just think to myself well you know so what I'll write another one if it sucks. I mean it will be good enough.

**Aaron:** You know you can always then record the audible version and expound on it because I love it when authors do that you get so much more because they're like hey this part here you know.

**Mark:** Yeah, see I want to do that but there is that doubt I have and that fear and you know that people are going to judge me and the critics and this and that. But you know what I only got like 111,000 days left anyways. Zaino has got 20 more day than me. In three generations no one is going to remember it anyways, it's all meaningless, we're dust. Like we're here for a blink of an eye and you know. So we might as well enjoy the ride while we're here and do that and get some stuff done in the meantime that is significant, meaningful.

So that is going to bring us into the tips of the week because my tip is amazing. Oh, by the way today's podcast is sponsored by TLFolio.com. Get some cash on your note go to TLFolio.com. Sell 12-18 months of your cash flow then that note reverts back to you, take two bites of the apple, get your money out and let that note revert back to you TL folio.com. Erik Peterson what's your tip of the week?

**Erik:** All right. I'm going to go with a chrome plug-in today called AFS, Advanced Facebook Search. I'll put the link in the chat. Take a look at it. Its chrome plug-in you install it, you go to Facebook and you can do some more advance searches than you can do with just the standard search bar. I mean in terms of how you might use it for the business you know maybe there someone that comments on your page or has left you a review or whatever and you want to dig into them a little bit more and see if maybe you can sell them or more land or I don't know. You know whatever you might have in mind or even if you're messaging with somebody and you want to get some more details to be able to offer them the right piece of land this search tool might give you some insights into those various Facebook profiles and what's out there.

**Mark:** All right. I just added it.

**Mike:** So, it's a stalking app.

**Erik:** Yeah.

**Mark:** Yeah.

**Erik:** I suppose you could use it for that yeah. You know there is that aspect but...

**Mark:** Oh wait, Mike like 11,097 days left for me as I change tabs.

**Mike:** I have 11,115. I want to have time to mourn you I'll be dead shortly thereafter.

**Mark:** All right.

**Mike:** Sorry, Erik, that was a good tip.

**Mark:** Erik, that was a good tip.

**Erik:** I think that there are some research aspects to it that you could use even for marketing your properties as well.

**Mark:** You know I think if you're looking at it for preppers or interests this is a great way to use Facebook graph. Yeah, absolutely. Bear Land - Aaron what's your tip of the week? A website, a resource, a book something actionable where the Art of Passive Income listeners can go improve their businesses, improve their lives. What have you got?

**Aaron:** Okay, for folks that have a lot of social media type accounts it's kind of pain in the butt. You go to each app and you login and you have to post on their and wouldn't it be nice if you could have like a lot of them all in one spot and kind of one messenger panel. There is a program call Franz, F-R-A-N-Z. I think via the web addresses is MeetFranz.com. They have their fifth-generation in beta right now; you can download the fourth-generation of it. But it links like your Facebook Messenger, Slack, WhatsApp, Gmail, I think Twitter like a lot of different accounts altogether on one panel so you can save a little time by not having to switch around that sort of thing. I haven't used it yet but I thought it looked pretty darn cool.

**Mark:** That is geeky, that is cool, nice all right. Zen master - Mike Zaino, what's your tip of the week?

**Mike:** Well, since we are at the beginning of the year and we're talking about goal setting and whatnot, I have two parts to mine. One is and I've touched upon it early when we were talking about slow down and enjoy the process because you know this is a moment to process and it is in the moment. As you know Mark and I were kind of joking about but seriously you know we only have so much time allotted to us. So don't make it stressful this should be a fun business. In fact, it is a fun business. It's something that you can take step-by-step and enjoy the process. So I think that's really important to remember especially we're starting out this year with all these goals and whatnot.

And also him something that we talk about quite a bit but just to remind you surround yourself. To achieve these goals surround yourself with people that are like-minded. It's not going to do you any good to share these goals with

people who are negative or people who don't believe in the power of goal setting, that don't even believe that we can be more than we are right now. So be very cognizant of whom you surround yourself with and that's why I constantly go to these boot camps. Laura and I we surround ourselves with successful people who have similar mind or thought processes because this really does affect you dramatically. So just be clear on that you know.

Don't toss around these goals like they're just some kind of random statement like they are really powerful goal like. You know in some cultures they take like the stick and they write their goal on it and they throw it on the fire and it will smoke and you kind of whiff it over you and it's really like empowering processes. This is huge and so don't belittle it by just kind of talking it over some coffee with friends who don't believe in it. Just make sure you take it serious and realize the power that's inherent within it.

**Mark:** Phenomenal, phenomenal. Scott Todd, what's your tip of the week?

**Scott:** Mark how much faith do you put into reviews like on Amazon, Yelp, and Trip Advisor? What do you think?

**Mark:** I think I put a lot of faith in the wisdom of the crowd.

**Mark:** Yeah. Hey, check this out there is a website I want you to go to it's called FakeSpot.com and when you go there you can take a link from Amazon post it into Fakespot and it will tell you based on their analysis, based on their engine whether or not that those ads are fake or not. So in the chat I actually put in kind of a sample 1 but you could do it with any product and the one that I found was like an Apple ear or air bot or port or whatever. Like a knockoff of one that's rated like five-star rating you know just over four on Amazon and then when you plug in the URL to FakeSpot.com it tells you that hey 63.8% of these reviews are fake and actually they readjust the rating down to a two star and even tell you like this guy's review is fake and here's why. There's another guy like overwhelming amount of positive, like this one guy has an overwhelming amount of positive reviews and correlation with other fake review profile data and language. So it's pretty smart, kind of makes you really question even to Yelp. I went onto Yelp and checked it out and I was like wow, wow. There are a lot of shenanigans being played with these reviews.

**Mark:** Wow I love this, I love this, this is great oh my gosh, phenomenal, phenomenal FakeSpot.com. Well my tip of the week is a simple quote Mike don't get offended but every year I like to read and reread Victor Frankl, *Man's Search for Meaning* and I was of course reading it this morning. And in the very beginning of the book he says, "When you know your why you can

endure anyhow, and the power of purpose in your why." So I think as we start 2018 it's always a good time revisit great books Simon Sinek, *Start With Why*. Your why because as you go through the trials and tribulations of your business and your life what's going to fuel you through that is going to be revisiting your why. So, that's my tip of the week pretty deep, profound. Scott's like well...

**Scott:** No. I was going to, Mark. That's a great tip, but I do have a second tip.

**Mark:** Okay.

**Scott:** Nobody likes accounting, nobody likes taxes and on Saturday, January 20 I'm going to go through the 2018 update to the Accounting for Land Investors class. So if you want more information go to [ScottTodd.net/accounting](http://ScottTodd.net/accounting) and learn more about it. It's coming up, there's only a few more days to register. Get prepared for your accountant because there are some tips in there that will literally put money in your pocket, it will pay for the course by itself I promise you.

**Mark:** I love it. [ScottTodd.net/Accounting](http://ScottTodd.net/Accounting). Well, are we good guys? Was it a good Round Table?

**Scott:** Great.

**Mark:** All right. I want to thank all the listeners and remind them the only way Erik Peterson is going to continue to take my bad jokes and Zen Master - Mike is going to continue listening to my bad Boston accent and Bear Land - Aaron is even going to show up and all that good stuff you've got to subscribe, you've got to rate and you've got to review the podcast. Send us a screenshot of your review to [Support@TheLandGeek.com](mailto:Support@TheLandGeek.com) we're going to send you for free the \$97 *Passive Income Launch Kit*. Don't forget about Bootcamp we've got the next one coming up in 90 days go to the [LandGeek.com/BootCamp](http://LandGeek.com/BootCamp) start making your plans now. For those of you who that are going to be in San Antonio we can't wait to see you. And ready? One, two, three.

**All:** LET FREEDOM RING.

**Mark:** All right, thanks guys.  
[silence]  
All right it's lunch time here.

**Scott:** That was a very long, awkward pause then it took you forever to like move on. Come on, Mark.

**Mark:** I know. [00:34:17] [indiscernible]. By the way, Mike just took that last sip of ember. How good is the last sip?

**Mike:** Just like the first sip.

**Mark:** It's just like the first sip.

**Aaron:** What's ember?

**Erik:** Except when the battery dies, it doesn't last very long.

**Mark:** It's an hour; you've got to recharge it. How long does it take to drink a coffee? [00:34:35] [indiscernible]. We're not in Europe, Erik?

**Erik:** [00:34:39] [indiscernible] it's usually dead by the time I'm done.

**Mark:** He's like European. He is like taking his time drinking his coffee. We've got stuff to do man.

**Mike:** Drink espresso, Erik. Just forget it, forget the enjoyment go to espresso.

**Mark:** Aaron go to Ember.com it's a cup that keeps your coffee and your tea hot at your perfect temperature.

**Aaron:** Oh.

**Scott:** Look that's ridiculous.

**Aaron:** I drink with this cup.

**Scott:** [00:35:01] [indiscernible]. I mean like who lingers onto a drink that fast, like it's gone man, there's no way.

**Mike:** Oh no, no. Enjoy the moment, Scott. You can't drink it too fast this is ember. Enjoy the moment that what they should...

**Scott:** I've got to see the fake reviews on this one. Can I get it on Amazon?

**Mike:** No, no, don't do it, don't do it.

**Mark:** Don't burst our bubble.

**Scott:** I'm doing it, I'm done. I think you guys... Ember mug okay I'm doing it right now. Ember mug okay I found it. Holy crap you guys really it's that expensive? I can tell you guys you already been ripped off.

**Mike:** Priceless it's a good cup.

**Mark:** What are you talking about? I just sold a Colorado deal last week I paid for it.

**Scott:** Oh, oh Fakespot. Fakespot gave it a B rating and 80% of the reviews are accurate. But that means 20% are like fake, phony, fake news.

**Mark:** That's pretty good though.

**Scott:** Come on.

**Mike:** That's pretty high actually. I'll have to say it passed the Fakespot test.

**Erik:** Pretty good.

**Scott:** I will tell you though that one of the cool things I like about this Fakespot and if you scroll down on it is not only does it show you the review count over time but it also shows you the price tracking so you're getting a good deal or not.

**Mark:** Oh that is cool.

**Scott:** Yeah.

**Mark:** That's really good. Good quality for this money. By the way we didn't talk about Star Wars. Has anybody seen Star Wars?

**Aaron:** I've not seen Star Wars yet.

**Mark:** You have not seen it?

**Aaron:** Now I'm so bummed.

**Mark:** And you call yourself a geek?

**Scott:** I'm still waiting to see the first one.

**Mike:** Oh man.

**Mark:** Oh my gosh.

**Aaron:** What is that a [00:36:36] [indiscernible]?

**Mark:** Wait Mike you thought it was disappointing?

**Mike:** Until my brother sent me an article that basically described the fact that it was rebuilding something that had to destroy something so I got it. Now I am okay with it but it was just poor Luke the way he was treated.

**Mark:** Don't, you're going to spoil it. Don't spoil it.

**Erik:** Yeah, don't spoil it.

**Mark:** What's that?

**Scott:** Thanks, Mike.

**Mark:** No spoilers.

**Mike:** What I said it doesn't mean anything.

**Mark:** It means everything.

**Aaron:** Man I'm going to sit in the theatre and be like, "That Zaino spoiled it for me."

**Mark:** Now the whole time we're going to be watching those scenes with [00:37:12] [indiscernible].

**Mike:** I will give you one hint not about anything. This doesn't spoil anything but most movies you wait until the very end and you get a little something at the end, nothing. You know the credits go by and then like they blow up [00:37:21] [indiscernible].

**Mark:** I thought the thing with Kelly Fisher was nice at the end. They dedicated the movie to her.

**Mike:** Oh yeah.

**Scott:** Wait, Aaron do they have theatres where you are man? I didn't think they had anything.



**Aaron:** Yeah, they have theatres, Scott.

**Scott:** What is it like two cinemas or a drive-in?

**Aaron:** Oh no. It's like you're driving into town and then there's the little building with the screen in it, the one screen. We have a drive in and it's winter so...

**Scott:** Oh, that's miserable.

**Mark:** Oh my gosh.

**Scott:** You have to wait until spring to see it.

**Aaron:** Well not. I mean within a half hour I have like a Movie 16 or something.

**Scott:** What do you do, take your horse and bug into town? Load up the family, a little house on the ferry style.

**Mark:** Oh my gosh.

**Aaron:** Wait this is Amish country.

**Mike:** Michael Landing that's his new nickname. Michael Landing.

**Aaron:** Oh man. No, I mean...

**Mike:** Michael Landing.

**Aaron:** We take buggy trail all up the way. Now really this is Amish country you see it every day.

**Scott:** Wow.

**Aaron:** Driving their buggy with the horses. But no we have...

**Scott:** No wonder he's never heard of Ember.

**Aaron:** Man you know what? I drink my coffee too fast. I already went through the tank and the Keurig while we were on this podcast.

**Mark:** You better drink a lot of water because my cousin was in town and he was telling me he got kidney stones, the most painful thing ever because he wasn't drinking enough water like it dehydrates. So drink water if you're going to drink that much coffee because he was like... I won't go into the details but like you better drink some water you don't want those things.

**Aaron:** I will definitely drink some water. I'll stay hydrated absolutely.

**Mark:** All right guys. Well listen have a great one.

*[End of Transcript]*