



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 and Tate Litchfield-
FrontierPropertiesUSA.com on the Land Geek Round Table**

Transcript

Mark: Hey, it's Mark Podolsky the Land Geek with your favorite niche-y real estate website www.TheLandGeek.com and on today's Roundtable podcast we have and he doesn't show up a lot but when he does show up it's like the gift that keeps on giving, Bear Land Aaron Williams. Bear Land Aaron, how are you?

Aaron: Doing great. Doing great

Mark: So glad to have you on the Roundtable. We also have, you know with the new beautiful haircut Tate -Big Papa- Litchfield. Tate, how are you?

Tate: Doing well, just enjoying the holiday season.

Mark: Now, did you get the haircut because Daisy your little baby was like trying to grab it?

Tate: Yeah, I was just trying to match her. She's bald so I figured you know cut some hair off make her feel like dad.

Mark: Nice. Nice. She's got the Scott Todd look going.

Tate: Yeah. It's a good look though.

Mark: It's a good look, the Bear Land look.

Aaron: Also good.

Mark: Yeah and Speaking of Scott Todd from LandModo.com and also PostingDomination.com/TheLandGeek. Scott how are you?

Scott: Mark I'm great how are you?

Mark: I'm great. I'm great. Are we ready for the podcast? Are we ready for the Round Table?

Scott: Yeah, let's go.

Mark: All right I just reminder about today's podcast is sponsored by GeekPay.io. The only set it and forget it way to get money. Don't send out statements. Don't get on the phone, "Hey, your credit card bounced." It's all automated. If the ACH fails it will charge the credit card on file. It is an assuring way to get paid. Your borrowers will love it. You'll love it. Bear Land Aaron, do you love Geek Pay?

Aaron: I love it Geek Pay.

Mark: See? It's amazing and it works and the pricing is irresistible. In fact, if you do it the right way we charge you no note set up fee and a monthly collection fee, Geek Pay is the only software that I know of that actually is a profit center. It actually makes you money. So check it out GeekPay.io. Get your first note for free at TheLandGeek.com/GeekPay. So Tate let's start the Round Table with a story. What's the story you want to tell?

Tate: So I had a pretty unusual and exciting experience recently that resulted in a nice payday for me. So I purchased a property several, several years ago four, five years ago and I kind of forgot about it and once you own a lot of properties you know what I mean you can just ... They sometimes just kind of get lost. I got a tax bill for it this year and I thought "Aaah, I don't know. I only paid 50 bucks for the land. It's got like \$1200 in back taxes owed on it. It's worth you know tax-free maybe \$2000. I got to get around to it." But it wasn't a priority, right? I just kind of let it sit. I was going to get to it and figure out what to do with it at some point and I got a random message on Facebook the other day and it's kind of interesting

because when we go to sell land what are the things that we always do? What are the approaches? We always contact the neighbors. Well, I did that and I got no response. It was crickets.

Well, four, five years later I get a random person requesting to be my friend on Facebook and I accepted thinking that they were a member of the community and then they sent me over a message that said, "Hey Mr. Litchfield are you the same person that owns X property in X location? I thought, "I think so, maybe, let me check." So I pulled it up and sure enough, it was that lot that I'd completely forgotten about. I said, "Yeah I am." The person said to me, "Hey are you interested in selling it?" My response, "Everything I have is for sale." She said, "Great. What are you looking for?" I said, "Well make me an offer. It's got a lot of back taxes owed on it and she said, "Well I notice that there is \$1200 back taxes owed. I said, "Yeah." She goes, "Would you take \$1500 cash for it today?" I said, "Yeah no problem." Sent them a link via Geek Pay boom, payment received. I made 1500 bucks, recorded the deed. I didn't even market the property, Mark. She came to me. I mean I've never had that happen before. It was so awesome.

Mark: That's insane. So had no cost basis on this land?

Tate: I was into it for \$50. Didn't pay the back taxes and she just sent me the money over. It was the craziest thing and it got me thinking like you know the market is that strong that people are seeking us out to buy our properties.

Mark: Wow. Scott Todd, does this story make you a little nervous?

Scott: No. I've had deals like it too so it doesn't make me nervous. I mean I don't forget about my properties Tate because I use LG PASS to manage them. However, however, I did have a property where I bought it knowing that there was like \$2700 in taxes I think it was 2700, 2800 and I paid the seller \$100 for the property and then I didn't pay the taxes and then we sold the property for cash for 65' or I think 6500. So I'm into this deal for a \$100, I get \$6500 cash. I then take the seller's cash and pay off the \$2700 in taxes. So you take the 6500 less the 2700 my profit on that that property was \$3800 from a \$100 investment. I mean that's insane, right?

Mark: It's insane. That's insane. Bear Land Aaron, does this stuff make you nervous?

Aaron: Not at all. It makes me hopeful because like Tate said hopefully the market is that super strong that there's sales for all of us then.

Mark: Well I mean there definitely are but I mean I always get a little nervous when things are too easy, right? Then I start thinking, "Well, this is not sustainable. Like that's just the way life works. It can't be that easy. Maybe we're in a bubble and we don't know it." I'm always thinking to myself especially living through 2010 like I did when things did go down. A market doesn't just keep going up and up and up the economy is super strong right now, when is it going to dip? Things like bitcoin make me nervous and I start getting super, super conservative. Am I making a mistake? Scott Todd, am I thinking about this incorrectly? Wait, Scott, you're on mute.

Scott: Am I back?

Mark: Yeah.

Scott: Sorry. I don't think you're thinking about it incorrectly. I think that there's always bubbles but at the same time there's always market. So there's always market for something.

Mark: Right, right. Tate Litchfield, am I being overly pessimistic when things are so good?

Tate: No. I don't know. It's just ... Truth is Mark we're in the business of selling land. So that's what we do when the market's great that's what we're going to do and when the market's bad that's what we're still going to do, right? Like Scott said the appetite for the land in this country is just outrageous so we're going to sell land no matter what the economy states. You know we might have to adjust our pricing but I'm not overly concerned.

Mark: That is true. That is true and I remember in 2010 I had a bunch of defaults, I just resold the property, I just had to price it differently. The company was still profitable. I just had to pare down my lifestyle a bit. So maybe I'm nervous about well maybe in a few years I won't be able to go on \$50,000 ski trip like Scott Todd likes to take his family.

Scott: Oh please a \$50,000 ski trip. I wouldn't enjoy it. There's no way. I wouldn't enjoy a \$50,000 a ski trip. Are you kidding me? It's cold.

Tate: That's cold

Scott: Well, first of all, I think it's cold. You're not going to find me in any place that's cold. Second, \$50,000 for a ski trip is not happening.

Mark: All right, all right. Bear Land Aaron you're not nervous? I'm not thinking about this the wrong way?

Aaron: No, I don't think you're thinking about it the wrong way. But you have to react to what's in front of you at the moment because we can't predict the future. You know like several years ago I sold a bunch of stocks because I thought, "Hey you know what the market can't go higher than 20,000," right? It's 24' something today. So I just reacted to what I thought at the time and it all turned out okay and this will too. If it is a bubble and it bursts then there's a buying opportunity.

Mark: That is true.

Aaron: That's what I think. So I mean look at the people who know what they're doing it in various investments they make money on both sides and that's we're supposed to be experts in this category so we should be able to make money on both sides no matter what's going on.

Mark: Yeah it's true. I mean we are in the business of buying assets 23 cents to the dollar we are going to be just fine as long as we keep that discipline. I know that we don't overpay, right? So as the market gets up maybe we'll just adjust and as it comes down we'll just adjust for that. You know there's always that part of the market where it's easier to buy and harder to sell and there's always it's harder to buy and easier to sell depending on where we are with our micro and macroeconomic conditions.

I think right now we're living in a really good equilibrium. I want to ask you guys about that. Are you finding it harder for deal flow and are you finding it, you know ... Like what do you think about the market as of right now? Bear Land Aaron harder to buy are harder to sell?

Aaron: Right now for me, for Bear Land family it's a little bit harder to sell and easier to buy. That could be the markets that we're in right now. It's hard to say. We're testing some new areas we're going to find out whether that's the case or something else but you know ...

Mark: Okay. Tate?

Tate: I think it's split pretty evenly for us. You know we're selling what we're buying and we're buying a lot.

Mark: Yeah. We don't have an issue with deal flow or selling. How about you Scott Todd?

Tate: Piece of cake.

Mark: Yeah.

Scott: I mean for us it's balanced as well. I mean I really haven't seen our pricing change either. You know like in terms of up or down I think that I've still have been buying some of these things for the same price as I have for a long time.

Mark: Yeah. Tate, what about you?

Tate: Yeah. I mean certain areas I think I see a little bit more competition at times but there's always deals out there. There's always property. There's always stuff to acquire and maybe that means trying a new area or pumping up your prices five, 10 percent. But I mean in all reality if I am paying more for property it's not like it's doubled or anything. We're talking minimal amounts of offer amount increases. It's honestly insignificant. So what I raise it 100 bucks my offer is a \$100 now I'm paying 500 instead of 400. It's not that big of a deal honestly.

Mark: Right, right. Bear Land Aaron, any thoughts?

Aaron: No. Like Tate said you can move some prices around a little bit but it's not super significant considering the margins that we're talking about you know.

Mark: Right, right. So let's shift gears here and let's talk about sustainable growth. One of the things that we see in one on one coaching, Flight School, are the, I guess for lack of a better word irrationally exuberant newbies. What they want to do is they want to grow and grow super-fast. What happens Tate when that happens?

Tate: You know I think we need to dive into what this means, first of all, a little bit further. This is not, "I want to mail every single day." These are the people that come out and say, "You know what? I'm going to mail 2000 offers this month and I'm going to buy anything that comes across my table and I'm going to hire 50 VAs." If you do that you're almost setting yourself up for a bottleneck and not even failure.

Because you can recover from all of this it's just you set yourself up for a lot of headaches and a lot of stress, right? The kind of stress that's like, "Oh I've got 20 accepted offers and I'm still perfecting the due diligence part of the business. How am I ever going to get through these? Oh, I got to

renegotiate all these deals. I'm nervous about even answering the phone right now." So sustainable growth is huge, right?

Mark: Yes. Scott Todd, what are your thoughts on that?

Scott: Okay. So when I see somebody that comes out and they're like all the chips are on the table before they've even done like I don't know just even a couple of deals like they're just going all in, "I'm going to mail a thousand offers my first month. I'm going to fast forward all this stuff. I'm going to do all this stuff." I agree with Tate it's a train wreck waiting to happen. Like you can see like, "Here's the train wreck coming. Here's the next train wreck."

It's not because the system doesn't work. What happens is you don't have a foundation of what success even looks like. You haven't done a deal yet. You have got to own land. This means that you've got to buy all this land. Now you're in a grab for it and then you tend to overpay because you're not entering this thing incorrectly. You know you're not making your entry correctly. So now you're overpaying.

Then all of a sudden you've got this snowball that's just going to chase you down the hill and I think it leads to burnout. I think it leads to rapid burnout because you're not seeing the success that you want at the right time. As opposed to, "Okay, look let me just start doing some deals. Let me start mailing 100 a week. That's going to give me about a deal a week. Let me get my sales systems down. Let me build these systems." Then once you get those systems in place then scale. But a lot of times people want to scale like from day one and that's bad.

Mark: Yeah. It can really be painful. There's a reason we say in one of our modules in the Investors Tool Kit, it's more deals than you can handle. It literally is more deals than you can handle in the beginning until you get your systems up and running. Bear Land Aaron does any of this ring true for you?

Aaron: I don't know if you remember that but yeah when we first started and the thing is we didn't start off putting out 1,000 or 2,000 offers I mean we started off ... I mean we were in coaching and Scott was our coach, he kind of set us off on the right track and we were doing like 20 mailings a day, a 100 a week. We hit this pocket, this area that everybody wanted to sell and we still ended up so overwhelmed with the response that I mean for a time it kind of buried us. I probably lost a couple of deals because of it. I probably bought a couple things that I maybe shouldn't have because of it.

Nothing that was catastrophic, you know? But yeah and that was doing it you know at a pace.

So you go out and you start doing some of these things that you just think you've got to do everything today and I mean I guess like Scott said rapid burnout could be a thing. Just the total overwhelmingness of everything with the rest of life going on at the same time especially if it's a side hustle for you while you're still working your 9:00 to 5:00. Then it just may be to the point where you lose out on the ability to do something really great in your life because you got so overwhelmed and you shelf it. We don't want anybody to have that happen.

Mark: Yeah absolutely. It kind of reminds me of Tony Robbins quote, "We underestimate what we can ..." No, "We overestimate what we can do in a year but we underestimate what we can do in five years." Tate what where you going to say?

Tate: Well you know something similar to that when people get started in this business how do they measure their success, right? They measure it by the amount of money that they make or the deals that they do. Sometimes I think we're measuring with the wrong size for the yardstick. Maybe we need to measure our success on a more realistic basis right. "My 20 offers went out today. I contacted these five individuals. I posted X number of ads." Maybe we need to bring it back down to a manageable scale and if we do that we'll start to feel like we're moving the needle.

Mark: Yeah absolutely, absolutely. Scott Todd, what are your thoughts?

Scott: 20 a day baby. I think that if you're going to start you start off with 20 offer letters a day. I don't care if you want to do you know a 100 on a Monday. I prefer you not. I prefer you do 20 a day. But 20 a day keeps the bat away like they say in Flight School, right? Like literally just a 20 a day just gets the momentum going. Once you perfect it then go full steam.

Mark: You know it's so funny because I actually take that 20-day philosophy and it actually ripples out for every area of my life including with my kids. So I'll tell them, "Hey look we've got to clean up on Sunday," and I will set the timer. We are only going to do this for five minutes after five minutes we're done cleaning, okay?" Inevitably they get in the rhythm of it and they'll go for like 15 minutes and everything's done and I don't have to like hassle, "Hey Noah take the trash out." He already did it because kind of got in the mindset of cleaning, right? It's always the hardest thing to start.

When I workout in the morning I'll do like the seven-minute workout if I don't feel like doing it and then oh I'll do another set of seven minutes so then it's 14 minutes. But I'm breaking it down. I'm breaking this thing down that's big into the small chunk. I really think it was so brilliant of Scott to take that philosophy of taking this big piece that's overwhelming in the beginning and just making it really manageable. How long does it take to send out 20 offers? I mean I can hand write 20 offers in 20 minutes. I mean Scott how long did it take in the beginning, less than an hour?

Scott: I mean it literally took less than an hour to handwrite 20 offer letters. Look I don't handwrite today but in the beginning I did, right? I would sit there on a conference call and I would just write. I would go to lunch and I'd sit you know at lunch outside probably at Panera Bread, Mark but you know I don't know. Something like that.

Mark: I'm sure it was Panera Bread.

Scott: I'd sit there and I'd handwrite the things and it looked like I was just sending I don't know birthday cards or letters. I don't know. It was kind of like therapeutic as well like to just hand write 20. It sucked, so I don't do it now but at the beginning it was like, "Is it this one? Is it this one? Is it this one?" Then you see the name come back you know like, "I wrote them a letter."

Mark: Just like little lottery tickets.

Scott: Yeah. You don't know which one.

Mark: You don't know what's going to come back. Bear Land, Aaron what about you?

Aaron: As far as what?

Mark: When you first started did you feel overwhelmed with the 20? I mean 20 offers it seems doable.

Tate: No. Yeah, it was completely doable. You know when we first started we were on LG PASS which makes it unbelievably easy. But we just had a spreadsheet and you kind of ... What's the thing where you get Excel over to Word and you create your document and then print them? It was really easy. 20 offers probably took about I don't know 20 minutes to half an hour.

Mark: All right, it's not bad. Not bad at all. All right, well let's go to our tips of the week. A website, a resource, a book, maybe even a quote something

actionable where the Art of Passive Income listeners can go improve their businesses, improve their lives. Bear Land, Aaron...

Aaron: On the spot first.

Mark: On spot

Aaron: Okay. Mine is an iPhone app and it's not necessarily for our business per se but it can be a handy little thing. It's called Vuforia Chalk, Vuforia Chalk. It's two words, V-U-F-O-R-I-A Chalk. Let me see I can probably put the link in the comments.

Mark: Oh I see it

Aaron: Okay. Anyways what it is it's this little app that uses the new augmented reality technology. So you and somebody else can communicate video on something and draw on your screen at the same time. Like Bear Land Bryce got his driver's license, he is working on his truck that he started driving to school and I might be at the house and he might be at a different building and he wants to show me something and you know, "Hey how does this part go on," kind of thing and he can draw a little picture on the screen or I can point to something. It's kind of just ... Using the AR technology if you move your phone around your drawings or your elements stay where they need to be instead of just floating around. So it's kind of a cool little app.

Mark: This is really cool. In fact, I'm not going to tell my parents to download it because I will be solving too many of their problems. But this is really good. This is really good and has use cases. That's awesome. Vuforia Chalk I just downloaded it. Big Papa - Tate Litchfield, what's your tip of the week?

Tate: All right. My tip of the week more than anything it's a mindset and it's the mindset that one hour of your day is only 4% of that 24-hour time frame.

Mark: Woo, one hour of your day is only 4% of your 24 hour time frame.

Tate: Yeah. So when you start to think of it that way if you want to run this business successfully you need to dedicate 8% of your 24-hour timeframe to run your land business. It's only 8%.

Mark: Wow.

Tate: Not that much time. It's 4.1% or something like that. But I was I was driving last week and I saw at the gym near my house you know it's the new year and everybody is setting new year's resolutions and that was their big slogan is, "One Hour is only 4% of your day. Get in here. No excuses. Work out. Set those new goals for the 2018 year." I thought, "You know what? That makes perfect sense to me." If you need more time in this business you know what you need to do. You need to get up early. You need to fabricate that time. We're only talking about increasing your time by 4%. It's not that much. Anybody can do that. It's a mindset. Go into it with this mindset that you can do it. You can make the time. One hour is 4% of your day.

Mark: I love it. It reminds me of that Arnold Bennett book that I read *How To Leave on 24 Hours a Day*. He talks about you know kind of taking that's what you call 'dead time' after your work life and kind of just fritter it away, like really use it productively and be intentional with it instead of just you know. Like back then I would have been going to like a pub. Like today I would be like watching YouTube or Netflix videos which all the cool kids do, Tate Litchfield. Notice I didn't say watch cable because Tate would be like, "Cable, what's that?" But it's all good. Scott Todd what's your tip of the week.

Scott: Mark, I can't remember if we've talked about this or not but this was a book that I was actually read/listening to over the last weekend and I thought here's a great tip. Ready? It is by Chet Holmes, *The Ultimate Sales Machine*.

Mark: I love that book.

Scott: All right. So too many people I see are like, "Hey what's a great book to learn how to sell?" Chet Holmes, *The Ultimate Sales Machine* go get it.

Mark: You know speaking of that I can't wait to negotiate at Boot Camp with you, Scott Todd. We're just going to negotiate something because I'm reading and I'm going to read again and I'm taking notes.

Scott: It's good, isn't it?

Mark: *Never Split The Difference* by Chris Voss. It's really good.

Scott: I guess I'll have to brush up on my negotiation skills before I see you.

Mark: Well I'm practicing my accusation audit, I'm working on my open ended questions, my how and what. I'm really going to get this thing nailed down.

Scott: You're dialing it up.

Mark: I'm dialing it up. After San Antonio if I don't have an equity piece of your home something went really wrong.

Scott: Oh no, no, no. That's not happening.

Mark: See.

Scott: No.

Mark: You were supposed to say how does that work? How can you even do that?

Scott: I'm just discounting it right now. I guess you know what now I'm thinking about it Mark I guess there's a price for everything.

Mark: See.

Scott: I guess there's a price.

Mark: It will be just a fun exercise or you know.

Tate: Everything I own is for sale. Just remember that.

Mark: It will be just kind of fun to negotiate. But Bear Land, Aaron are you reading *Never Split the Difference*, Chris Voss?

Aaron: No. It's on my list though. I haven't gotten to it yet.

Mark: I think it's great as far as not just negotiating but even in sales in general. What do you think Scott, it can help in sales?

Scott: Yeah, because every sale is a negotiation. If you're trying to sell your spouse on I don't know buying something well you're negotiating with them. Somehow, somehow, everything is a negotiation.

Mark: Right. Tate is so good at negotiating he should just write his own book. How I don't buy anything. How I buy everything 5 cents to the dollar

while the Land Geek buys it at 20 cents to the dollar, by Tate Litchfield. There's just like a picture of Tate dropping the mic.

Tate: Big Poppa's Negotiation Guide.

Mark: Yeah, exactly. So my tip of the week is kind of based on Tate's tip the week. So if you're only using 4% of your day to run your land business or you know 8% of your day to run your land business or as a side hustle whatever it is. As soon as your passive income exceeds your fixed expenses you have a new better problem which is what do I do with all this new time? So there's a site called Nomad List, [NomadList.com](https://nomadlist.com). So check this out and Scott are you laughing?

Scott: I'm pulling it up right now.

Mark: It says find the best place to live, work and play. So Nomad List is the biggest databases of cities in the world. It analysis 250,000 plus data points to help you choose where to go. So like Rachel Mueller and Sean Rickman, they could just go to go to [NomadList.com](https://nomadlist.com) and say okay looks like we're going to go to Timisoara, Romania based on them you know these data points and it's kind of cool. So I don't know. What do you guys think?

Scott: I'm wondering like how number 10. Honestly like I'm wondering number 10 can be like Los Angeles right now. I don't know I think...

Mark: We're at the beach, it's fun, it's pretty safe, you've got Internet.

Scott: Okay, okay, but look at the price man like it's \$2800 a month versus like I don't know. I guess I have to look at how it's rated.

Mark: Yeah. But big deal if you're \$10,000 a month passive that's 28% then you've got the rest of the time to enjoy.

Scott: I guess I'll have to come up with my own list.

Mark: What's on your list right now? Where's the next place?

Scott: I've got some places that I actually want to fly to like that's on the list. I actually want to fly myself there. So you know it's really right now like around the southeast you know go hang around the southeast.

Mark: There you go, nice. Anything on here striking your fancy Tate?

Tate: No. It's just cool. I mean you know me I'm always looking for a new adventure. So it's kind of a... I don't know. It seems really cool.

Mark: Yeah. You know Budapest, which I just pronounced correctly by the way. You know the only reason why I pronounce it like the 'pesht' is because the lady that cuts my hair is actually Hungarian.

Tate: My parents just got back from there. They loved it.

Mark: Yeah. She's like she want to live there, she's like it's really inexpensive, it's super fun, great food.

Tate: Problem is it's cold there and I'm with Scott. I'm not going anywhere that's cold. You know it's no thank you.

Scott: Mark, I'm looking at number 45, Palo Alto.

Mark: Right.

Scott: Like I don't know. I think you'd have to have like...

Mark: Well look it shows the cost in the red it says that's the big problem is it's expensive.

Scott: Yeah. This is pretty cool to see this kind of thing. I mean look Mark this is pretty amazing though. You and I are actually living in numbers 77 and 78.

Mark: Is that crazy? Yeah.

Scott: You're in Phoenix, I'm in Tampa like you know that's kind of cool.

Mark: Yeah. How come Tampa beat Phoenix for Internet?

Scott: Because we're cool.

Mark: Wait a second this doesn't make any sense. I've got a higher Nomad score but you're beating on internet fun.

Scott: Yeah. That's what I'm telling you man. Like there's something wrong here. I've got more fun. I mean I have the beaches and water and Disney World not too far I've got all kinds of stuff. I got fast Internet and what do you have? Like everything is in yellow.

Mark: I've got desert, I've got mountains.

Scott: After further review this thing is rigged.

Mark: Yeah. But you know what Scott I've got better food.

Scott: But food is not a criteria on here.

Mark: It should be though.

Scott: Safety.

Mark: No one that I hang out with is going to Panera Bread for lunch today. Like they're going to the New Hut.

Scott: I didn't go to Panera Bread today.

Mark: Where did you go?

Scott: Okay, let's change topics now.

Mark: Oh.

Scott: I didn't go to Panera Bread.

Mark: And that's why Tampa is number 78.

Scott: I did not go to Panera Bread but today I didn't go to a place I really like. Like my wife wanted to go there so I was like okay.

[00:34:00] [indiscernible]

Mark: All right. I hope everybody is getting value from these Round Table podcasts. I want to remind everybody please do us a favor: subscribe, rate and review the podcast. Send us a screenshot of your review to Support@TheLandGeek.com. We're going to send you for free the \$97 *Passive Income Launch Kit*. We still have spots open for January Flight School coming up very soon and we also have a few spots left at boot camp in San Antonio. So go to TheLandGeek.com/BootCamp to learn more. Scott is going to be there, Tate is going to be there. Bear Land, Aaron?

Aaron: I think so.

Mark: San Antonio remember the [00:34:39] [indiscernible] it's going to be amazing. Everyone who comes to Boot Camp tells me the same thing all the land investing clouds in their heads dissipates, everything becomes totally clear. In fact I had an email today someone was in Flight School and they were like, "Hey, I'm getting all these information. Am I going to feel overwhelmed going to Boot Camp?" I'm like, absolutely not. Come to Boot Camp in San Antonio and it's only going to fortify all the information you're learning now and make it even clear so come, so do that. Right Scott?

Scott: It's like the one-two punch Mark.

Mark: It's really is the one-two punch. There's nothing like being in the room, there really isn't. So definitely come. Anything else? Nothing else.

Scott: Nothing else.

Mark: All right. List your properties on LandModo.com. There's a little plug for you Scott.

Scott: Yeah. Hey, after there's been a lot of requests lately for me to re-do the Accounting Seminar, accounting for land investors and I wasn't going to do it but we're going to do it in January. So watch for that.

Mark: There you go, awesome. All right. I want to thank all the listeners and are you guys ready?

Scott: Let's go.

Mark: One, two, three.

All: Let freedom ring.

Scott: You've got to close your eyes. You've got to close your eyes and do it. It's better

Mark: It's not bad. All right thank you listeners.

All right come on Scott Todd give us the goods. Where did you go? Seriously it's just us.

Scott: Where did I go?

Mark: Yeah.

Scott: There's a restaurant called Jersey Mike's.

Tate: Huh, you went to another sandwich place.

Mark: You know what though I love Jersey Mike's. I don't think there's anything wrong with Jersey Mike's. What's wrong with Jersey Mikes?

Scott: I don't know.

Mark: Is that the processed Turkey?

Scott: I don't know. I don't really care for it. There's a Greek restaurant that I've been enjoying. Mark, a Greek restaurant, local Greek restaurant.

Mark: What are you getting on? I mean look is it a Euro sandwich with French fries because that's not Greek, okay.

Scott: No.

Mark: If you're getting pasticchio...

Scott: It's a chicken sandwich.

Mark: Oh no. come on man.

Scott: It's a chicken pita.

Tate: Nothing wrong with a cereal.

Mark: Yeah, Tate and I will take you for some real...

Scott: Okay. Hey Mark do you know where I went to dinner on Sunday night?

Mark: Where?

Scott: I went to the Columbia restaurant.

Tate: You did?

Scott: Drop the mic on you and Tate. There you go.

Tate: Fine.

Scott: That's where I went on Saturday. My wife and I went on Sunday night. We were actually down there I'm like let's go to the Columbia. I thought for an instant let me send these guys a picture and I'm like argh I can't do that to them. I can't do it.

Tate: You should have done it.

Mark: You should have done it.

Scott: Man let me tell you what I had. We shared a Cuban.

Tate: Nice. For an appetizer?

Scott: Ah yeah, well it came all at the same time. So we shared that and then we got the shrimp and rice which is just incredible and before that of course they bring you the Cuban bread which is always a nice topper.

Mark: Wow.

Scott: It was good.

Mark: That's so good. This time of the year I really struggle man there's so much like just good desserts. Bear Land, Aaron do you have a hard time this time of the year?

Aaron: I have a hard time all year long man.

Mark: Yeah. I'll tell you I'm having a good time and its showing. I have gained like 10 pounds. I'm having a great time in life just eating my way through various cities.

Tate: I was in Seattle over the weekend and we went to a place called The Walrus and The Carpenter and had oysters there. It was so good man. If you like seafood this place you guys got to check it out.

Mark: I'm scared of oysters.

Tate: Why?

Mark: I don't know. Aaron do you ever eat oysters?

Aaron: Yeah. They're pretty good.

Mark: I don't know they're like slimy, they don't look appetizing. I know Scott won't eat an oyster. In fact this guy won't eat a Hamas.

Scott: [00:38:46] [indiscernible].

Mark: No Scott. Nothing.

Tate: How do you live in Florida and not eat oysters?

Scott: Listen oysters will kill you. They actually put notices on the menu like don't eat oysters they will kill you.

Tate: I'm fine man.

Scott: You're just going to die at any time. I hope you have a plan...

Tate: We're all going to die any time right.

Scott: Not from oysters.

Mark: Tate was it cold?

Tate: Huh?

Mark: Were you cold in Seattle?

Tate: It was freezing. It was so cold it was like 40°.

Aaron: Oh my gosh. Dude it's like I think it's about 18 here right now and I'm looking out the door at 18 inches of snow and still coming. So you guys all I live in great places.

Scott: Why?

Mark: Why?

Aaron: Because my kids are finishing up school. I can't just yank them out and drag them to a new part of the country in their senior years.

Scott: Who says man? Who says?

Aaron: I'm not going to do it to them.

Scott: Listen that's...

Aaron: [00:39:44] [indiscernible].

Scott: Listen Aaron there's no knots on your feet man, you're not tied down to the ground. All right. Nothing is saying that they can't finish and catch up with you. I'll meet you guys somewhere warm. Call me when you're done.

Tate: It was so cold the baby hated. She was like, "No, I'm not doing this cold-weather thing anymore."

Mark: You know what's crazy my kids actually want to go to college in a cold place. I'm like go because then you'll come back and you'll want to live close to home.

Tate: They'll be back in four years. That's what I did.

Mark: Absolutely.

Tate: My freshman year my parents were like ah if you go to college you know get good grades we'll get you a ski pass. I'm like all right cool. They got me a ski pass, I signed up for the snowboard class through the university and on like the second day I was up there and I thought about dropping the class. I hated every single minute of it. It was snowing all the time, too much powder, way too cold, couldn't see, and not dressed properly. That was all I needed. That was my taste of the cold winters that can...

Mark: It's funny because you've got that thick Canadian blood too.

Aaron: I can tell Tate is not a skier because he said too much powder.

Tate: Yeah.

Aaron: You can never have too much powder.

Tate: It was too much man. I couldn't even go anywhere.

Mark: That's like hearing I love you too much.

Scott: You can't say powder in Miami that means something different.

Mark: Yeah.

Tate: Same color.

Mark: Same color. All right guys. This is great. Bear Land, Aaron thanks again for jumping on.

Aaron: Hey, thanks for having me.

Scott: Thanks guys.

[End of Transcript]