



THE LAND GEEK

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

Mark and Scott talk with: Erik Peterson - LandOpia.com, Aaron Williams – BearLandProperty.com, Mike Zaino – TheLandGuru.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 nichey real estate website www.TheLandGeek.com and on this week's Roundtable podcast we've got Erik - no nickname - Peterson. Erik, how are you?

Erik: I'm doing good.

Mark: We've got Tate - The Big Papa - Litchfield. Tate, get any sleep?

Tate: Oh yes, plenty.

Mark: Oh good.

Tate: Just kidding.

Mark: We've got The Zen Master—breathe in the mailing, breathe out the marketing—Mike Zaino.

Mike: I don't know how I'm doing. I purposely haven't had a look at this poll on Facebook and I guess we're going to find out today. So, I'm really not sure how I'm doing right now, Mark.

Mark: Well, I can tell you like when people ask me how I'm doing, I always say pulse is normal, respiration is fine. If I were you and I was going to answer that question, I say pulse is elevated, respiration is not fine at all. Bear Land Aaron is on the podcast. Bear Land Aaron, how are you?

Aaron: Brake's good; tire is fair.

Mark: There you go. Brake is good; tire is fair.

Scott: In Amish Ville.

Mark: In Amish Ville. It never gets old; does it, Scott?

Scott: Listen, he came out swinging at us a couple of weeks ago, you and I. So, I just think that I'm not going to let up on him.

Mark: It's fair game. It's fair game. Last but not least, we've got Scott Todd from ScottTodd.net, LandModo.com and most importantly, if you're automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek. Scott Todd, how are you?

Scott: I'm great, Mark, how are you?

Mark: I'm good. How's that accounting course?

Scott: The accounting class was really, really good. We had 75 attendees. I think it's up to 79 now, 79 attendees. It was supposed to be a four-hour class. It actually turned out to be a five-hour class so I went over by an hour. The feedback that I got was really good. I mean you know I always ask at the end for kind of out of one to 10 rating give it a rating and I've got lots of lots of nines lots of tens. My favorite comment was from an accountant who said like all of us was dead on and thanks for saving them a lot of time trying to refigure all of this out. So, accounting for land investors can be found at you know... Well, it's going to be on the Land Geek soon. But for now, also it's ScottTodd.net/Accounting.

Mark: There you go. There you go. So, was it last week we were talking about tips of the week?

Scott: Yeah.

Mark: We did a poll in the in the Master Mind Group and we asked like, "Okay, what do you want your tips the week? Do you want the buffet? Do you want all of us to continue doing our tips the week? Do you want just like one tip of the week and perhaps like just getting back to fundamentals like just a valuable tip? Or do you want Mike and Erik to just do the tips of the week, switch off every week and have the rest of us make fun of it?"

Mike: They are clearly going to want the buffet. I feel it.

Mark: The overwhelming response—I really thought I was going to be the buffet—the overwhelming response was Erik and Mike giving tips of the week.

Erik: I knew it.

Mark: I think it would be fair. I think, Mike, you start this week and then we'll go to Erik next week. We are just going to switch off. That way people aren't overwhelmed, not too many tips.

Mike: That's kind of a compliment right? That's kind of a compliment or I don't know.

Tate: You keep telling yourself that.

Erik: Obviously, we do the best, Mike. So, that's why the community wants to hear from us.

Mike: Enters God's cup of water.

Mark: Mike is making fun of my cup.

Scott: I mean I got to listen to these quotes once every other week from Mike Zaino? Oh, I thought I was getting out of them.

Mike: You just got more of them.

Scott: Oh lord.

Mark: Well, I think this really gives us a nice opportunity to really take our time now and just really pick a part whatever Mike and Erik say for tip of the week, which is going to be lots of fun.

Mike: I got a good one today. I think it's rock solid.

Erik: We deal with what the people want. This is what the people want.

Scott: But wait, wait, wait. Listen, they said tips of the week, not quotes of the week.

Mike: Well, they know my tip is a quote.

Scott: I don't know.

Tate: We need to have a second poll here.

Mark: Yeah, tips or quotes.

Mike: Is a quote a tip?

Mark: Now there were some really good comments about what else we could do and we might you know switch to that. But for now, I do think we should just try out what the group wants and just switch off between those two guys. No one's going getting overwhelmed with too many tips and yet we're going to have a blast just roasting their tip every single week.

Mike: I think my screen just froze.

Mark: Oh, oh.

Scott: Mike literally becomes frozen.

Mark: So, moving on from the tips of the week and the poll, Scott Todd had an interesting case study. Let's discuss it, Scott. What happened?

Scott: All right, Mark. So, what happened was in December I bought some property from a guy that I'd bought properties from before and we bought quite a number of them and it so happens that we were able to sell one of them very quickly. So, we basically marketed it to our buyer's list. We had a buyer come up, buy the property. And when he went out to look at the property, he discovered that there were basically people on the property, you know? So, he talked to them and it turned out that they claimed that they had bought the property years ago from the guy that I bought him from, from my seller, bought it on terms and they paid them off like \$10,000 dollars. They paid him off and they never got their deed. Well, I have the deed; it's recorded in my company name now and they were not too happy nor was my buyer happy about the whole process. So, they contacted us saying that they owned the land and they wanted us to give them the deed.

But I own the property, like the deed is in my name. So, like what are we doing here, Mark?

Mark: Well let's start with Erik. Erik, in this situation... First of all, has this ever happened to you?

Erik: Never happened to me, no.

Mark: Okay, well, given that situation, what would be your first instinct on how to handle that?

Erik: Well, I think my first instinct would be to reach back out to the seller I bought it from and ask what was going on. You know I think Scott mentioned that the person he sold the property to had a conversation with the people on the land and they told him that buyer who they bought it from. So, you kind of have that information in hand to know that 'hey, you know that the seller I bought from is actually that seller that supposedly sold the land to the people that are living in there.' I mean I would just want to make it right as quickly as I could. So yeah, I'd be on the phone with that seller and trying to work it out very quickly and reassuring everybody involved that we'll get it worked out.

Mark: How do you handle your new buyer that was all excited about this property that apparently has squatters on it?

Erik: I'd probably give him back his money probably as soon as I had any additional information hopefully within 24 hours if not sooner and try to convert him to another property. I'd offer him his money back but you know say, "Do you want something else I have?" And talk to him about other available properties. I mean I'd hate to lose the buyer but ultimately, I want the people happy. So, I'm going to go out of my way to make sure I can keep them happy.

Mark: Scott, when he said that were you thinking what I was thinking, where he would not only just refund the buyer but he would ask them, "Do you want me to continue giving you tips of the week?" Just to make them happy.

Scott: I don't think that Erik did that, no.

Mark: Just more value, right? "I've got Jotnot Pro."

Scott: You know what he could have said though is he could have said, "Hey buyer, even though I'm going to give you your money back, if you just still

pay me a dollar a month, you'll get these like cool messages every month from this website called GeekPay.io." That would really be creative there.

Mark: I love the way you just plugged GeekPay.io.

Scott: Yes see what I did there?

Mark: Yeah, I appreciate that. Tate Litchfield, what would you do that situation?

Tate: You know I would do the same thing Erik just said. Obviously, I'd reassure everyone that I had no idea that this is happening and this is kind of out of my control but I was going to do my best to make it right. I think that would go a long way with your new buyer explaining to him, "Hey, there was some confusion. There was a mix up from the guy that I got the property from. Legally, I can't sell you the property because somebody else should own this land and I don't want to make any decisions that aren't in your best interests."

So, I think it's an opportunity to earn some trust and maybe get another buyer, have him buy something immediately or down the road. But I would definitely let him know that you're going to get first right of refusal on my next point in this area again. Then I'd charge the guy that you're re-deeding the property to a big old fat doc fee is what I would do. Let them know that hey nothing's free when you work for Scott Todd.

Mark: There you go. There you go. Mike Zaino, what would be your approach?

Mike: This kind of reminds me of Tate's case study a few weeks back and it's like you know this ethical kind of moral dilemma you have somewhat. But I think I'd probably have to merge the two of what the two of them just said, Tate and Erik, you know? First verify, right? I mean who knows what's really going on here? This guy is going to have to do something, right? Somebody's going to have to produce some sort of agreement, some sort of document, some sort of something and if that is in fact produced then yeah, comes down to clear communication. I think that I would definitely look to probably refund and get my money back and you know or that's kind of weird right because if you're going to have to get your money back from the other guy or this guy. Someone's going to have to pay you because you've already paid for the property so there's going to be some money transacted somewhere before that goes in that direction. But it's a good chance to build a solid relationship with someone and let them know that you stand behind your word. It's a tough one. That's not an everyday occurrence, I'll tell you

that much. That's a very unique situation, so I'm really curious how Scott handled it.

Mark: Well, Bear Land - Aaron what would you do?

Aaron: Well, I really don't have anything new to add. Everybody covered it pretty well. I would say that honesty and communication is the key and it sounds like the guy that Scott bought the property from is one of these guys that we run into sometimes has just tons and tons of property and he sold it and it just got lost in the shuffle and that sort of thing. So, it was an honest mistake. But this guy's probably somebody that you also want to handle with care as far the deal goes to because obviously, we talked about our buyer who we sold the property to and created trust and that sort of thing. I definitely agree with all that but we definitely want to preserve the relationship with the person that we bought the property from too by handling that with some care too because it sounds like this guy's got a lot of properties that he is a good source for intake deal for the future and that sort of thing. So, I would just try to work both sides like that so that everybody is as happy as possible.

Mark: You know what's interesting about all these answers and this is I think the beauty of our land investing niche is not one person said the first thing I will do is call my real estate lawyer, not one of you; it wasn't even a thought. But if this were a multifamily deal, if this were a mobile home park deal, if this were a house, the first thing you would do is you'd have to engage a real estate attorney to figure out what do we do in that situation, right? But we didn't have to do that and I think what Scott said in the very beginning the story is I had bought lots of properties from the seller in the past. So, there's already a relationship. There's already established trust and it's very simple for Scott to go back and rewind this tape. So, Scott, what did you do?

Scott: So, Mark, what we did was we said, "Okay, listen..." to our buyer, "...let's go back; we'll figure it out. We'll get back in touch with you." We called the seller immediately who said, "That's weird. Let me check on it." He called us a day later and said, "It's true. We sold the land on a contract to these guys. We messed up. We should never have sold that property to you and we will give you your money back." So, I'm waiting for them to mail me my money back, right? In the meantime, we said to the buyer, "Hey listen, this is a screw up not on our part but on the guy that we bought the land from. We're sorry. Again you have two options: we can either refund you your money or we can move to a different property." He's like, "No, all cool. I'll take another property. Here's the one I want."

So, we just moved him over and then to the people that we helped out basically, here we did charge a dock fee 249. We did charge \$10 consideration so we got \$259 out of the deal and to them we are like heroes, right? Because they had not been able to get this done and they were really, really, really thinking the worst case scenario when they figured out that we now owned the property. Mark, almost prior to what you were thinking like they are probably going to have to engage an attorney or something.

We said, "Look, no problem. It happens, all good. We'll transfer the property to you after we get our payment. We want to make sure that we are made whole first." Then what was really, really cool is they had never like heard about me or our website or anything but all of a sudden, we're their heroes and we picked up a sale for a property in that same area from one of their friends that was looking because of how honest and easy and kind of heroic we really were.

Mike: Heroic is the word.

Mark: I have a tear starting to well up and roll down my cheek.

Mike: Can you say heroic again, Scott? I like the way you say that.

Scott: Heroic, heroic.

Mike: Heroic.

Mark: But you know all joking aside, that really does establish a lot of credibility, a lot of trust because these are long-term relationships and it's sad when the very first instinct is, "I got to lawyer up." To be able to calm all the parties down and make it right for everybody is really, really special. Erik, what were you going to say?

Erik: I was just going to add I think it's important to kind of think about the other side of what could have happened and that could be that you know there was someone on this land that may be defaulted or you know wasn't even supposed to be there and then that would have been a whole different headache to have to deal with but it very easily could have gone that way.

Scott: Yeah, Tate and I had that issue with a squatter and it wasn't fun but we went through the proper channels and the sheriff got him off the property. But it did cost some money. How much that cost, Tate?

Tate: I think around a thousand bucks.

Mark: About a thousand bucks. That was not great.

Tate: No, but we didn't lose; we didn't lose.

Mark: We didn't lose but it's just one of the costs of doing business I can tell you. How many people have double deeded properties in the past and you get that terrible assessor letter saying, "You can't deed this." Scott, Tate, Mike?

Scott: I did it.

Tate: Yeah, I have done it.

Mark: Yeah, and again it's interesting how when you make that mistake and you own up to it right away and you call your buyer and you give them the option you are like, "Look, I'm going to make this right, I'm going to refund your money or I can exchange for this property," How much more they feel this bond with you and your company. Is that what happened to you, Scott?

Scott: Yeah, it's like instantly they realize that they're not going to have to fight and you are a good guy and all of a sudden, you know you'll get messages like, "Man, you really restored my faith in humanity. Man, you are the real deal." It's amazing you don't even realize like how many people you get to buy land from you from somebody that knows somebody that all of a sudden, they want to do the right thing because you're doing the right thing.

Mark: Yeah absolutely. Tate, did you have that experience.

Tate: Yeah. I called the person I said, "Hey, this is a mistake on nobody's end but my own and I am so sorry. Here's how I'm going to fix it for you." I found that if you go to somebody with some bad news but you present to them a solution or work around something that's going to leave them happy again, then they understand that, "Hey, mistakes happen. It was a clerical mistake. We messed up and here's what we're going to do." I've never had anybody get really, really upset. I've had people tell me, "That's kind of unacceptable," and I said, "You're right; it is. We should be doing better than that. That shouldn't have happened." I owned it and ultimately, they still transferred that money on to something different and they were happy.

Mark: Yeah, yeah how about you, Mike?

Mike: Yeah, very similar and I think it points to good business practices. As kind of something similar, we were going away to a bed and breakfast and

we had booked it and then we never heard back from them so I called them they had just gotten back from Hawaii so they hadn't confirmed and they were like, "I'm going to upgrade you to our best room." They didn't have to. I was happy that... I understand. I know what it's like running a business but similar like Tate's said you step up to the plate and you do something extra; you do like a GLUE gift as you would say—something just to kind of bring it to another level and show them. So, it's an opportunity to really make more sales and develop more trust and prove that we really are you know a great company to work with. So, it's a good time to shine in those moments.

Mark: Yeah, absolutely and it's such a simple thing to do to take full responsibility. Yet oftentimes, what you'll find like in my experience is before they take full responsibility, they give me an excuse on why this happened. But I'm already mad at that point and I'm going to get a little more angry that you know you're giving me some type of excuse where Tate's like, "There are no excuses. I'm so sorry this happened to you and if I was in your shoes, I'd feel the exact same way. This is the way that I would want to have it handled for me and is the way I'd like to have it handled for you. Let me know what you know you think about it." Then all of a sudden, it's like, "Oh, somebody who gets me," you know? So, you just immediately feel better, right? I know Bear Land - Aaron is non-combative but have you ever had that issue happen where you know somebody kind of wrongs you and starts giving excuses on why it was wrong instead of taking full responsibility besides the kids?

Aaron: Oh yeah. I've had employees before, so yeah. It just wears you down. Like as soon as you start hearing that you kind of tune it out because it's like, "Yeah. I've heard this before. You're not trying to fix anything you're just trying to tell me why you screwed up." It's like, "I want to know how it's going to get fixed, not why it happened." Maybe sometimes why it happened is important so that you can avoid it in the future but there's a difference there. You want solutions and that shows somebody is willing to work with you and to build trust and that sort of thing when solutions are offered rather than just plain old excuses.

Mark: Yeah, yeah, Erik Peterson, what about you?

Erik: Yeah. I mean I've never had to deal with that in this business yet but at least to that degree of you know having to tell someone I couldn't sell them a property that I sold them. But I mean I think the right thing is to take full responsibility and don't worry about making excuses, worry about making it right and give them options to try and make up for it really. So

ultimately, we just want to keep our customers happy and kind of do what it takes.

Mark: Yeah, absolutely. You know your golden rule it and everything turns out pretty well and you get a customer for life, right? Yet somehow, I don't know why most companies can't do that. I think it's legal reasons; they can't take responsibility. That's got to be it, right? It's just fear. I mean Mike, is that what it is?

Mike: Yeah. Well, not everybody is you know... Especially in real estate. I think when people realize that we are transparent and we are honest, there's a breath of fresh air that they breathe. You can hear people on the phone taking a deep breath in and deep breath out. I mean we kind of break the mode with the way that we do business and that's what I like about our community. So, I wouldn't say it's rampant because there's so many people out there that will take advantage of people so I don't think... You know there are a lot of good people out there too but there's also a lot of people that just aren't scrupulous and people get used to that unfortunately like it's a new normal and it doesn't have to be and we can prove that it's not or we can show them a better way at least.

Mark: Yeah, yeah, Tate?

Tate: You know that kind of goes with the fact that every single person who is doing this is doing it for themselves, right? They're their own boss. They run their own business here and you can earn that trust and show people that hey, you're just a guy who's making an asset available for a majority of people out there by offering them a 90 day money back guarantee or an exchange policy all of these things that set you apart from everyone else in this business. I think that like Mike said that goes a long way. People want to work with individuals that they trust and I think that's so important to me.

We always tell our clients or our customers that, "Hey, I don't want you to buy something that you don't want to have. I want you to love your property and if you don't love your property, then you need to let me know so I can make it right." When I tell people that, there is this sense of fear that just gets lifted and I think they're more likely to do business with me because I'm an honest guy. I don't want you to buy something you don't love. You know you're going to have to pay me too much money over too long a time on something you don't love. So, love it and if you don't, we'll fix it.

Mark: Yeah, absolutely and that totally differentiates you because of that passionate style from like a Scott Todd.

Tate: Exactly.

Mark: And then they just kind of all go that way.

Tate: Contrary to popular belief, I'm a nice guy.

Mark: Scott's thinking of return now. I see the wheels spinning. I think I got him flat footed.

Scott: No, you didn't. Listen, whatever, it's all good. I know the truth.

Mike: The eagle has landed.

Scott: Yeah, see? I know the truth, man. Now we move into the tip of the week since everybody is chiming in. I'm going to deflect it. Let's go to the tip of the weekend and let's see a real tip and not a quote, Mike Zaino.

Mike: Well, how about some advice?

Scott: Uncle Mike's advice, can we get a theme song for this, Mark? ♪And now it's time for Uncle Mike's advice ♪.

Mike: Erik, on the guitar could you play a little intro?

Mark: On the guitar?

Scott: Wait a minute, how did how did Bear Land - Aaron not get into the rotation for tips of the week?

Mike: I know

Tate: I nominate him. Let's nominate him right now.

Mark: Well, let put the poll out.

Scott: I don't think it's a new poll. I think we rotate between Mike Zaino and Bear Land - Aaron. I think that's fair.

Mark: Oh, you're so Team Scott. It's unbelievable. Erik can just do no wrong, Scott Todd. Literally this guy... I mean, yeah Team Tate, oh my gosh.

Tate: Do you need another one of these? Do you need another one, Scott?

Mark: By the way, Jeff Deber is coming back to Vegas Bootcamp and Jeff, if you're listening to this, my name is with a K for Team Mark, for Team Land Geek

Tate: See? You've got to watch the video because everybody on this call is using one, right? I mean Scott-

Scott: I'm not. I'm not. I left mine in the San Antonio.

Erik: Mine is written in the bottom portion, I just don't know.

Tate: But every time you write something down, you think of me.

Scott: No, I don't. Mine was left in San Antonio a lot like my mug was left in San Antonio.

Mike: I sent my GLUE gift. I sent a GLUE gift to people; it's a note on this paper they are like, "Who is Tate? Who the heck is this Tate guy?"

Scott: You got that for donating to a charity. Didn't you, Mike?

Mark: By the way speaking of Tate, today's podcast is sponsored by, and not TateLitchfieldFolio.com, TLFolio.com. It does not stand for Tate Litchfield, right? So, go there and start looking at some notes to invest in especially with your QRP money and if you've come to Bootcamp, you know what we're talking about. If you haven't come to Bootcamp, go TheLandGeek.com/Bootcamp and find out what you're missing. All right, Mike?

Mike: Yeah.

Mark: What's your tip of the week? I guess this is so easy for us.

Mike: Yeah, this is actually some advice so it's not really a quote and I want to give it to you from a famous... Thanks, Scott—he went dark so I don't have to worry about that. But first, I'll give you the kind of Asian version then I'll give you my interpretation. So basically, it's quote from Lao Tzu and it says, "If you don't change direction, you may end up where you are heading." So, I think that's really important. Let me give you the American version, "Be careful what you practice, you might get good at it," right?

That's something that when we do our business, it really comes down to repeatable redundant process and we can get caught if we're not careful in a repeatable redundant process that isn't productive. We could end up doing

things that over and over again that we shouldn't, we should delegate, we should automate, but we think, "Hey, it's only going to take me, it literally takes me a minute to do this," But that's a minute times if you're going to do a couple hundred deals, a couple of thousand deals. I mean that's a lot of time; that's going to add up. So, I think it's important to be careful what you practice because you might get good at it and just always re-examine your daily activities. So yeah, you can come back, Scott, now. That's my tip.

Mark: You know I like that because I'll never forget as a kid, I took tennis lessons and my tennis coach looked at me. He said, "Practice is not perfect." I'm like, "What do you mean? Because I already hear practice as perfect." He is like, "No, perfect practice is perfect." As I was practicing, he would adjust you know my stance, my grip, my swing, and then he's like, "Okay, now you're doing it perfectly. Now you practice it this way." And you know I got pretty good, pretty good.

Mike: I brought you back to some little nostalgia. That was really nice, right? I brought you back to a fine moment in life.

Mark: Yeah, yeah.

Mike: I'm doing my own horn.

Mark: Yeah, yeah but a little practice at let's say, county research. If you don't understand how you did county research and you're practicing it incorrectly, you're never going to get better at it, right?

Mike: That's arguably the most important part because it all starts there, right. Oh, look at that, Alexa just said absolutely.

Mike: I don't understand.

Mark: Alexa, order Mark Podolsky a Mavic DJI Pro.

Mike: Ordering now.

Mark: Ordering now.

Mark: It said absolutely.

Mark: Do you confirm?

Scott: I would love to like be able to hack into Mike Zaino's Alexa and have it say stuff like randomly.

Mark: What would you have it say?

Scott: "That's not a tip."

Mike: That sounds lawful like [00:31:04] [indiscernible].

Tate: Oh man, forget it, I'm not going there.

Mark: I know. Bear Land – Aaron, what do you think of the tip?

Aaron: Yeah, I think it's pretty good too.

Scott: Oh wow.

Mike: Pretty good huh.

Aaron: It's not an AirTable but it's a pretty good tip because if you take it to heart, it's very useful. Because think about it, you can practice a lot of things and get really good at them but they're not the right things, you know? You can practice procrastination instead of doing the things you need to do and you're going to get really good at. So yes, it's a pretty good tip. We should all meditate on it after the call and put it into practice.

Mark: Yeah, yeah. Tate, what do you think of that tip?

Tate: Yeah, yeah. You know? It was fantastic. He nailed it. It was a home run. You know it might be the accent I'm just a sucker for it. Any time that accent comes out and spills inspiration on me I'm like, "Yes, yes, Mike. I know what you're saying. Yeah. I can relate it to that."

Mark: It just washes over you; doesn't it?

Tate: It's a warmth.

Mark: It's a warmth.

Tate: It's a warmth and yeah, I loved it. It was good.

Mark: All right, well, Erik Peterson, what do you think because next week it is on you.

Erik: Why are we calling it a tip? It was a quote. There's no doubt about it but...

Mike: Advice, advice.

Mark: Advice.

Erik: It's still a quote. It started off with a quote, Mike, come on. But it was good. I mean we can all build bad habits around you know things we shouldn't be doing in the business or what have you and you've got to watch out for those things and do it the right way or do it differently.

Mike: If I could insert a song right here, it would be ♪ain't nothing going to break my stride, ain't nothing gonna slow me down ♪.

Aaron: Don't build bad habits around good intentions.

Mark: Wow, there you go. Don't build bad habits on someone's good intentions.

Mike: Someone is trying to steal my thunder.

Mark: Yeah. I do think the listeners should have like a real tip. So I'm just going to say SwitchboardAudio.com. I want you guys to check it out. You know if you doing like a conference call with your team, it might be a cool way to go, SwitchboardAudio.com. Check it out. Philip Marr, my apologies, because I know you don't want too many tips.

Mike: Sure? Oh not Swift, switch.

Mark: Switchboard. All right, well, I thought this is a great Roundtable to the listeners, I just want to remind you the only way that you know Erik and Mike are even to show up every week now is if you do us three little favors. You've got to subscribe, you've got rate, you've got to review the podcast. Send us a screenshot of the review to Support@TheLandGeek.com. We are going to send you for free the \$97 *Passive Income Launch Kit* and if you like, we could even add as a bonus a free 30-minute call with the Zen Master himself at the end of that call a free... I guess we can't really call it a tip.

Scott: A free quote, let's call it a free quote.

Mark: A free quote, yeah. Mike, how does that sound?

Mike: They are in demand. I had one in the office I was last night. They demanded a quote before I logged off. You guys can all watch, I mean ...

Erik: Were they chanting? Were they chanting, "Quote, quote, quote, quote, quote."

Mike: It sort of felt that way.

Scott: So you know what Mike did? Let me tell you what Mike did.

Tate: He jumped on Google.

Scott: No, he broke open the fortune cookie.

Mark: Oooh.

Scott: Read the fortune cookie and then they were like, "Wow, okay, thanks." Then he got off the air and then he ate the other half of the fortune cookie.

Mike: It was a good quote. Maybe I shouldn't reveal it here. It was a pretty good one.

Mark: Save it for in two weeks because Erik's up next week. Then we'll have another poll like if Bear Land Aaron should be on the rotation.

Aaron: The people have spoken.

Scott: Mark, I have no doubt that Erik's tip is going to be a home run. I mean because like the Zen Master has set the bar so low.

Mike: Oh no. Why would you say that?

Mark: You know when it comes to Erik like Erik could literally like... We could be at Bootcamp like Erik could literally stab me in the neck with a fork and Scott would be like, "Well, you probably deserved it for all the ..."

Scott: I would be like, "Mark, what did you do?"

Mark: Yeah, exactly.

Mike: Why did you push your neck on his fork?

Mark: Yeah, yeah. There it is. Why did you push your neck on his fork?

Scott: Hey, listen, listen, Mike, I do enjoy the tips. It's not really meant to be like you know bad stuff but I mean it's about a question is a tip a quote? I mean I think that the Facebook audience should agree?

Mark: All right, Scott, you are going to go to the group. All right, well I want to thank all the listeners and again today's podcasts is sponsored by TLFolio.com. All right, are you guys ready?

Mike: Ready.

Mark: Should we do this? One, two, three.

All: Let freedom ring.

Scott: Horrible.

Mark: So, what do you guys are going to do with your freedom now? I'm going to bike ride to lunch. It's beautiful out, 78 today.

Mike: Oh, yeah.

Aaron: I don't know what I'm doing but lunch is on the menu. I juiced it today.

Mark: Juiced nice.

Scott: You must be out of fish out there.

Aaron: The lake froze.

Mike: They are inside Mark's water cup?

Aaron: Yeah.

Mike: There is all the fish right there.

Tate: I know Lake Michigan drained into that cup.

Mark: Look, keep going, keep going. I don't mind it. I don't mind it, you know? You are never going to hear me say I am dehydrated.

Scott: At least you're talking about Mark and not somebody else. I mean you could be giving him free publicity here with his mug.

Aaron: Should we be talking about Scott?

Scott: No, no.

Aaron: Okay.

Mark: Scott or Team Tate's mug, The Archibald's?

Scott: What is that?

Aaron: Hey, I've got it closer for you.

Scott: That looks like a bunch of garbage on there.

Aaron: We call him the eagle but his vision.

Scott: I had one of those and I couldn't even sell it was so bad.

Tate: Can you believe they let that guy get a pilot's license?

Scott: Oh, see?

Mark: I know. We are going to have like have a separate room in Bootcamp for Jeff Dunbar and Ken Archibald and they will just talk about the highlights of working with Tate.

Scott: We will just call it a Tate Con.

Tate: Hey, I like it.

Mark: There it is, Tate Con. I like it.

Scott: Yeah.

Mark: That's not bad.

Tate: All right, I just bought the domain. Sorry, Tate.

Tate: Okay.

Mark: Alright, thanks guys. Erik, you're going to do anything fun now?

Erik: No, I got to go pick up my son in about an hour here so just catch up on some stuff and then off to do that.

Mark: All right, we all agreed on the *Dirt Rich* cover. Do you prefer the yellow and orange over the green simple cover? Is that correct? Bear Land - Aaron says yes.

Aaron: Yes.

Mark: Mike says no.

Mike: I was outvoted. I was outvoted. I like the one that everybody else didn't really pick.

Mark: My wife likes that one.

Tate: Was that the mountain ones?

Mike: Yeah.

Mark: There's the mountain one and then there's like the simple one with the dirt and it's green.

Mike: I like the mountain one.

Tate: I like the mountain one. I'm with Mike.

Mark: I like the mountain one. My wife likes the one that's not yellow.

Erik: I think everybody liked the one with the photo.

Mark: Then Erik's wife likes the one that that doesn't have a photo.

Erik: Can I show it?

Mark: Show it.

Erik: This one right?

Mark: Yeah, that one we all liked.

Mike: That was coming across wrong because that one came first and everyone was saying the first one I thought they were referring ... Yeah, I'm on the same page.

Mark: Okay. Scott, you like the one with the yellow and the orange?

Scott: Yeah, the first one, the one with the mountains the picture's not just the tag. I like the picture one.

Mike: Can you show me that one? I think I see it an eagle in the background.

Scott: Yeah, that's it.

Erik: There is an eagle.

Mark: There is an eagle.

Mike: That is perfect.

Scott: Yeah.

Mark: Now Erik is going to take that off you.

Erik: You open it, it caws at you.

Mark: It is going to be like the little Easter egg on the cover it's just going to get a little picture of Scott Todd flying majestically.

Scott: Just convert that from the eagle to a little plane and that would be me.

Erik: It's already carved into the mountain. I can't believe you guys didn't see it.

Scott: Oh see? Yeah, there you go.

Mark: Like Mountain Rushmore.

Scott: No, it's Scott More.

Mark: Mountain Scott More I like that.

Aaron: So, does the Round table get an advanced copy so we can do a review on the show.

Mark: Yeah, absolutely.

Scott: Only \$19.95

Mark: Plus shipping and handling, yeah.

[Cross talk] [00:26:02]

Scott: Mark, the postal office doesn't go up to his house.

Mark: I know. I have to email Bear Land - Aaron the PDF. That's the only way he will get it.

Aaron: Even the post office closes at noon.

Scott: What?

Mark: Oh my god.

Aaron: Because they're not busy enough they close at noon. I got to go to the next town. Our P.O Box is actually in a different town just because I can get to it then.

Scott: That's a seven-hour drive right there.

Mike: I know.

Erik: It's a seven-hour buggy commute

Aaron: Buggy ride anyway.

Mark: This is really devolved. All right, bye guys.

[End of Transcript]