



THE LAND GEEK

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

Scott talks 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 today's roundtable we have Tate. I love it when you call me Big Poppa - Litchfield. Tate, how are you?

Tate: I'm doing really well, happy to be on the show again. I guess it's a show, right?

Mark: Does that ever get old for you?

Tate: No.

Mark: No, not at all. Do you always want to be like biggie, biggie, biggie?

Tate: Yeah, all day long.

Mark: I'm really showing my age.

Tate: Yeah.

Mark: Then we've got Erik - no nickname - Peterson. Erik, how are you?

Erik: I'm doing good, happy to be back.

Mark: Yeah, Erik has been invaluable in helping me with the book cover for *Dirt Rich*. So, I'm really grateful for that. You can pre-order it now; just email Support@TheLandGeek.com. Bear Land - Aaron?

Aaron: Hey, Mark, super glad to be here.

Mark: How are you there?

Aaron: I am doing great.

Mark: Good, good. And then last but not least, Scott Todd from ScottTodd.net, LandModo.com. And of course, if you are not automating your Craigslist and your Facebook postings, I don't know what to tell you. You can always make more money; you can't get more time. Go to PostingDomination.com/TheLandGeek. Scott Todd, how are you?

Scott: Mark, I'm great. How are you?

Mark: Great, great. I just want to remind everybody today's podcast is sponsored by GeekPay.io—the only set it and forget it system to get your down payment, collect your monthly payments on an automated basis, your borrowers have full transparency, they can login, they can make a prepayment. It's amazing. Check out GeekPay.io/TheLandGeek... Oh, I'm sorry, TheLandGeek.com/GeekPay and get your first note for free. So, let's just get into it guys. Scott had a huge month in January and we're trying to dissect. What was it, Scott, that made that month so big for you?

Scott: I think it was all timing, Mark. I think it was the fact that I had taken some properties back in an area that was pretty popular and I had kind of let those properties build up as opposed to kind of letting them... Like I kind of took them all back about one time and I basically I had like excess inventory if you will of them and it just all popped. One of the big ones that kind of set the month was we had the property again—it's one that we took back and it was 160 acres and we sold it for \$60,000. When you look at that sale, it was probably the largest sale of the month and \$60,000 in enterprise value goes a long way. But then we did eclipse the quarter of million dollar mark in January as well. So, it was a nice month.

Mark: That's a good month. Even Tate is impressed.

Tate: Yeah, I've got to take my hat off to you.

Scott: Yeah, it was good. It was really good.

Mark: That's a great month.

Tate: I will give you credit where credit is deserved. That's impressive.

Mark: So, the challenge then becomes, Scott, like you know in this month how do you keep that, how do you grow that? How do you keep your staff, your team motivated when everybody is getting such big checks for January?

Scott: Well, the good thing is that - and I'm laughing because I just went and looked and like right now for February we're like 10% of January, so February, not so good, right? Like February, not so good. We kind of like went all out in January but essentially what's cool about it, Mark, is that we did sell all these properties on terms. So, the checks are going to be passive income for them as well. So, it's really, really, really, really good but it literally was a record month, a nice way to start off 2018.

Mark: Wow. Erik Peterson, when you have a big month like that, do you really focus on the next month as repeating it? Do you get anxious about it? Like I've got to keep growing or you kind of just lay back about it and be like well, I'm going to control what I can control. I'm not going to focus so much on the numbers.

Erik: Yeah. I think for me it's just kind of you know I mean I would view that kind of thing as an anomaly and you know obviously I'd be very grateful for it. But no, I would move on and just you know kind of back to plan if you will and just continue on. Because the reality is I mean you can't have those anomalies every month, right? I mean it takes time to grow and you know you've got to do all the right things and have the right property and so on down the line. So, I wouldn't expect it twice in a row and I would just kind of keep my head down and keep moving forward.

Mark: Yeah, absolutely. How about you, Bear Land - Aaron?

Aaron: Kind of the same as Erik. Just keep doing what we're doing because at least I know for us when we have a pretty decent month, it's I don't want to call it chance, but it's just you know the urban flow. And sometimes it's a high but I can't say that anything specific leads to you know a better month

than another because we're kind of doing about the same thing each month to month. So, if we can isolate it, we would definitely continue to do more of what caused it. But right now, just kind of the same we just keep doing the same thing and be thankful for the really good months.

Mark: Yeah, how about you, Tate?

Tate: Yeah, same thing but I guess I have a question for Scott. I mean, more than anything, it's awesome if you could do those kinds of numbers even once, you kind of break that mental barrier that there are limitations to this business. So, now you broke the quarter million-dollar mark in one month, why can't you break it even further? I mean the question I have is I know you'll find this funny, is this repeatable?

Scott: It is repeatable, right. It's all about your inventory and you're right, it's all about a mindset thing there. So, the minute that you're convinced that you can go do it, you can go do it again. It's really about the inventory and I think a lot of times what happens is we put the brakes on even buying stuff sometimes that makes no sense, just keep buying and the sales are there. I mean it's not like the properties aren't going to sell. They may not always sell on my timeframe. I mean in January, Tate, we had a property that that sold but it took us 18 months to sell it, that Tennessee property. That's the one property I regret kind of buying but at the end of the day, it still worked out and all was good. But that said, it's all about having the inventory to do it again and to do it again and do it again and you just have to put the cash out there to buy the inventory.

Tate: For sure. Yeah, I know that's what I've noticed too when we've had those massive months. It's not that we're doing anything different; it's just we're better prepared going into it. I mean it's hard to sell land if you don't have it, right?

Scott: Yeah. I mean, Tate, what would stop us from doing 200 deals a month?

Tate: You know, I guess it's just laziness, Scott. I guess it's just laziness.

Mark: I was just on a podcast and somebody asked me that. He's like why aren't you doing you know 10X that? What is the problem? And I was like well...

Tate: My life is good.

Mark: I'm like number how much is enough but number two he was like he didn't like that answer. He's like, "Well, if you're not the one doing all the work and it's just creating systems and building it bigger." Like what's the problem there? He's like, "It sounds like you just have a mental barrier." And this is a guy that does eight figure businesses. He's like seven figures is easy now you've got a business to get to eight figures you've got to do some stuff and it's way hard and I felt kind of bad about it for a second. Like wait a second and then I'm like well you know comparison is the thief of happiness and what's wrong with enjoying my business and growing it the way I want to grow it like I don't know.

Scott: You know, Mark, it's a very valid question that I think that is kind of really it's hard to answer because you can build a business to be as large as you want. Once you have it and you can duplicate it literally the only thing that is stopping you from growing it further is your own desires. I was on a podcast with you that hasn't come out yet and we were talking about desires. Like we were talking about yeah there's lots of opportunities I can go chase but do I have the desire to go chase him and I've got to tell I'm content and maybe that's wrong, maybe I shouldn't be content, maybe I should just go after every single thing but at some point it should bring it up. You're right at some point to me you've got to say am I happy with where my business is and do I just want to tweak from here or do I just want all out like just grab everything I can get and I think it's really a decision play. I think there's an answer one way or the other but I can tell that I truly, truly, truly enjoy the lifestyle that I've created and I'm not so sure I want you know kind of up in that. It's more of a capital play and other things. I just don't know if I want to push that any further.

Mark: Yeah. Really when we break it down, the only limits to growth are capital and just due diligence philosophy, correct? How quickly can you get these through due diligence and close them and then get them into your marketing pipeline? Other than that there's really I guess intellectually, there's no barrier to growth but then again there's always the law of diminishing returns correct and in this case it could just be the Law of Diminishing Returns of your happiness to have to take on either debt or managing you know all these people, things falling through the cracks whatever it is and building that machine, but I don't know. I think you're right Scott it's just a matter of preference. I mean Erik what do you think?

Erik: Well, yeah, I mean I think in a sense if you have the capital and you have the resources I mean yeah you can do lots and lots of properties. I mean buy 200, however many you want per month and sell them but yeah. I mean do you want to manage that big of an organization? I think that's what it comes down to because if you're selling consistently a couple of

hundred properties a month I mean that going to be a pretty big sales staff and marketing staff to get that stuff out there on a consistent basis. Beyond the capital part of it I think that's a big piece of it.

Mark: Yeah, what about you, Bear Land - Aaron?

Aaron: Well I guess the way I think about it is you created passive income model, The Best Passive Income Model, right?

Mark: Right.

Aaron: You didn't set forth to create the best fortune level real estate investment company how to be the CEO of that kind of thing so it's not really what the goal was. The goal is passive income and you can have a lot but going past that then you're starting to create yourself a job again and that was the whole point of what you were trying to not do. So, it's what the goal is, it's what you have in mind and what truly can bring you joy because if you're just going to create work for yourself, then you went so far past what you intended to do that you did the opposite.

Mark: Right, right. How about you, Tate? You think that we're just not being ambitious enough?

Tate: I think we're being pretty ambitious but I think we're being ambitiously lazy, right?

Mark: Right.

Tate: I think we're at a [00:13:54] [indiscernible]. I think a lot of people get there where they're just saying hey my life is good and I don't want to have to work 40 hours a week. We can probably go around the room and most of the people on this call are not working 40 hours a week on the land business and they're making plenty of money. So, at some point you've got to say enough is enough and I'm happy and I'm content. We're not trying to keep up with the Joneses here. We're not going to boot camp driving for Ferraris or anything like that. We're just a bunch of random guys who figured out a way to make money on the internet and we're happy doing it.

Mark: Yeah, yeah. I think, yeah. What about you, Scott? Who wants the Ferrari?

Scott: I just want to fly. I just want to fly myself to boot camp. I don't know what you're talking about.

Tate: Wow, I mean you should. You should be flying yourself to boot camp.

Scott: If that's what you enjoy, right?

Tate: Yeah. That's what I'm getting at. It's like everything that you do in your day is enjoyable.

Scott: Yeah.

Tate: You have a good day; every day is Saturday for you. It's hard to complain about it.

Scott: Mark, there's a line. You know the brand Tommy Bahama, right?

Mark: Right.

Scott: They actually have a line of their clothes that says and I love this. I mean it should be my model right, which is "Make every day a weekend" and that's what I've done and that's what you've done and I think the other land investors too who are doing this are doing the same thing. They're making every day their weekend.

Mark: Yeah, it's true and I know enough people that work 60 hours a week—they're not in good shape, they're not close to their family and their net worth might be 50 million, 100 million and at the end of the day... Look, it's not really making them any happier; if anything, it's making them unhappier. So, it's again like how much is enough and it's an interesting sort of existential crisis that I hope everyone who is listening to this can get to. Because once your passive income exceeds your fixed expenses plus let's say an extra 20% just in case people default, you've got a choice and Scott Bossman just got there. He's at 13,000 a month in passive; he makes way more in land than he does as a physical therapist. Does he want to still do physical therapy? He is in sort of an existential crisis now, what he wants to do with his life because he put in the time and executed on the business. It's a good new problem to have. I think it's just a personal decision. But let's shift topics to... Scott, you want to tell the story about your borrower?

Scott: Oh man, I've got this guy, he is something else. I mean like literally he bought the property from us back in November and he's been paying every single month, okay. But you know like he bought November and then December...

Tate: Hold on, hold on. You're telling me you've got a borrower who is paying you every month and this is the problem?

Scott: Yeah, but follow me here.

Tate: I'm trying to get my head around this.

Scott: In December he was late on this payment. Okay, first month, he was late on his payment. So, what did he do? He complained about the \$25 late fee. So, we're like, "No, you've got to pay the \$25; that's just the way it rolls." So, he pays his \$25. Then his account got declined on the January payment. Got declined and so then he was like, "Don't take it out today." It's like, "Well dude, today is the day it's due. What are you talking about don't take it out today?" "Well, I don't get my check until Thursday, take it out on Thursday." So, we go to take it out on Thursday. It's declined and then he gets another \$25 fee and he's complaining about it.

So, we finally get his January. We got his December payment, we got his January payment. Well, his payment is due on like the first day of the month. Oh yeah, I'm sorry in January he also complained about the price of it and I'm like, "What do you mean the price of it?" He is like, "Well, I thought it was \$200 a month." Yeah, it's \$200 a month plus taxes and note service fee. So, here's the fee. "Well, I can't afford that." But this is what you agreed to, buddy.

So now, let's move forward to February. In February he's complaining about he can't pay the payment on the first when it's due. So then, he wanted it taken out on the 12th which was yesterday. Then he emails over the weekend and says, "Don't take it out on the 12th; take it out on Friday," and then he emails yesterday in the middle of day saying, "Take it out today. Take it out today before I spend it." I'm tired, Tate. It's been two months. How do I get rid of this guy? Who wants him?

Mark: Tate, please help Scott. Please help him.

Tate: Listen, I can tell what our listeners are thinking right now. They're thinking, "Poor Scott. Let me get out a violin and let me play for you." Because part of me is thinking the same thing—am I willing to deal with the headache to get paid every month and I guess it goes back to the previous discussion we just had. Like at what point do you say, "Forget it. I don't want to do this." So, I mean I don't know if you can get of rid him. I mean if he's making his payments every month no matter how difficult he is, you've got a good borrower to a certain extent.

Scott: Hey, do you want to buy the land and the note from me? Do you want to buy the land and the note from me?

Tate: Yeah, just tell me how much you want?

Scott: The land and the note. I will sell to you for full retail; it's a performing note Tate.

Tate: No. Come on, Scott, we're friends. We're friends here. I will beat you up after the call.

Aaron: But I would buy it from you. I'd take that headache off your hands.

Mark: I wouldn't touch that borrower with a 10-foot pole, man. Let's hear what Erik Peterson has to say.

Erik: Man, I have that same guy. I think he came to me in December and bought some property from me. So, you know I knew this guy from the beginning was going to be a headache just the way it was interacting with him but he wanted to buy some property that I wanted to sell and as a matter of fact he wanted two of those properties that I wanted to sell. So, I was willing to work with him and I came up with a special deal for him to get them in the door. And lo and behold, you know he was going to be a pain from the very beginning, you know.

I mean first payment—he missed it. He called me complaining that he got charged bank fees from his bank and I was going to charge him a late fee and you know all these stuff and I ended up waving his late fee and then the next payment—he was late again or he thought he was going to be late but I actually did process and go through but he was already calling me to complain that you know he didn't want to pay this late fee and not to mention all the different texts and things he sent me after signing the agreements about everything you can imagine basically. I mean due diligence, he should've done before buying the property and wanting to. I mean nothing but a headache. But so far, he continues to make his payments and maybe he'll default, maybe he won't, but I just view it as you know I'm happy to have that buyer on those properties because no one else was buying them. So, it's all good.

Scott: There's a theme song for people like this; it's called *It's one less problem without you*.

Mark: Right. Bear Land Aaron, what would you do with this?

Aaron: Well, I've got also a similar guy who might be the same guy. Maybe he's bought too many properties and that's why he can't be on time with

anybody. From the beginning, I shouldn't have done it but it was earlier on and it was kind of the same thing Erik said—I just wanted to sell this piece of property in the area and we worked a special deal, went a little longer waiting for him to make his full down payment than I should have. Melissa and I talked about it and we thought. “Well, let's just still go ahead and do it” because the guy was you know, I think he was a pretty slick talker and it's been nothing but trouble. You know every other month missed payments; he has caused problems in the area he moved to and just all kinds of issues. So, I wonder too what to do, but we can't just get rid of him because he makes his payment before he goes into default even though he is like late every month or every other month, that sort of thing. So yeah, it's a headache and I've got this guy—I'm in a relationship with him for 10 years if he doesn't actually default. So, I don't know. I'd like to hear what Scott is doing about him.

Mark: I think I have the answer for Scott and no one is going to like to hear this, but this is what I've done in the past. I said, “Look, we're a small company and as much as we'd like to work with you, if this is not working for us, what I'd really like to do is refund you all your money and cancel the note. Take that money go to another land seller that has similar land and they will probably have the bandwidth and the customer service to be able to work with you. I just don't. Will that work?” I mean nine out of ten times they're like, “Okay.” “All right, we're going to send you a check tomorrow and just sign this document and we'll get your money back and thank you so much. I'm so sorry it didn't work out.”

Scott: I'm ready to do it, Mark. But actually what's funny is we're reaching out to him today and telling him like, “Hey, this isn't going to work. So, either make your payment on the due date or we're just going to refund your money after you sign this document but this relationship is not going to work if you can't make your payment on time every single month.” So, that's really the strategy that we're taking to because it's just I'd rather refund them and be gone as opposed to be married to this guy for long.

Mark: Yeah and [GeekPay.io](https://www.geekpay.io) really automates a lot of these. It does the notifications, your payment failed, you have this much time to make payment. And they can just do it online, they don't have to pick up the phone and call you. As soon as they start picking up the phone or emailing you, “Hey I need to change.” “No, just go on. Like don't deal with me, just go on, login and you can create a payment yourself. There's no reason that we need to talk about this. It's all automated care. I can't waive the fee, I'm so sorry.” That's it. So, Geek Pay has really taken care of 99% of the stress. Tate, would you agree?

Tate: Yeah, absolutely.

Mark: Erik, has it helped you?

Erik: Yeah, it definitely does and the whole part of it you know just makes everything look official and everything is just happening on the schedule; it's all planned and automated. It's a lot easier to explain to somebody like, "Yeah, you know I really can't change your payment date because you know it's in the contracts. The note is set up based on that and this is just the way it is." Like there's a grace period, you can utilize that. But beyond that, it is what it is.

Mark: Yeah, and you know what's so funny is we've been working with developers now to make the system more flexible so that people can change those payment dates. And then now, I'm thinking like well, maybe we shouldn't; maybe it should just be a built in limit like, "Sorry, borrower. [00:26:55] [indiscernible] we agreed to."

Erik: I think there are instances where it does make sense. You know where we're helping someone out that has medical issues or this or that, you know they lost their job, you want to skip a month and what have you. I know I have definitely done that on occasion where you kind of do your due diligence and kind of check out the situation make sure they're telling you the truth, but you know, assuming they are, I like to try and help them out if I can.

Mark: Yeah, I get it. Oh, the humanity of it all.

Scott: It's compassion.

Mark: It's compassion. I know Mike Zaino wouldn't do that. He's like, "I'm like the power company; our company doesn't change your payment date." I like that sort of attitude about it. So, Bear Land – Aaron, are we good on this topic?

Aaron: Yeah. Actually, I would just like to say that Geek Pay does help in these situations considerably because you don't always have to be on the phone with somebody who is going to give you excuses. They get all those notifications and it really does make a huge difference, it really does.

Mark: Thank you, thank you. All right. Bear Land – Aaron, even though you gave a nice plug for GeekPay.io it is...

Aaron: That was my tip.

Scott: No, no, no.

Tate: Oh no, no, no.

Aaron: Okay, my tip this week is Posting Domination... okay, well, I haven't used this. It looked interesting so everybody can check it out and see what they think. It's PaymentRails.com and it is a way to send business payments worldwide. So, you know a lot of the time we use Upwork and that takes care of the payments to the freelancers. But I've heard on various podcasts guests and Scott talking about on using the foreign Craigslist to have the freelancers and staff do some possible work. Well, how do you pay them? How do you pay them in their currency? That sort of thing and this company claims to handle that sort of thing. So, Payment Rails.

Scott: Why wouldn't I just use Bitcoin?

Aaron: Why would you use Bitcoin?

Scott: I mean it's an internationally recognized transaction currency.

Aaron: Yeah. Let's skip the decline discussion I think.

Tate: I have a question though. Why not just use... I guess if they're international, it's not best but what we [00:29:51] [indiscernible] is she's paying all of her US-based VAs via Facebook and [00:29:58] [indiscernible] they love it. But I guess if you're working with international...

Aaron: Yeah, what if you're in like the Philippines Craigslist getting some people or somebody in India that you found that you can have do some work and you're not dealing with the Upwork fees and all that stuff. It might be an easy way to pay him.

Tate: I'm not worried about it because The Land Geek VAs just handle that for me.

Aaron: Okay, well.

Mark: Exactly. We don't have that problem anymore. But if you're not using The Land Geek VAs, this is interesting, Bear Land – Aaron, because you can make a mass payment. So, let's just take [00:30:44] [indiscernible] for example. Let's say she's got five VAs. Well, that's five different transactions she has to like go through on Facebook at any one time. She can just do a mass payment to all five and get it done. That's pretty cool [00:30:59]

[indiscernible] I mean look anything that will save me time. I've got like 11,000 days left on this planet. I really want to just maximize it. So, I like it.

Aaron: It was short notice.

Tate: I think it's cool actually. I think there's definitely a market for it and it could be helpful in what we do for sure.

Mark: Awesome. I want to thank all the listeners and I hope everybody is getting a lot of value out of this Round Table podcasts. If you can't tell, we're having a ball by the way. And just to remind everybody, you've got to subscribe, you've got to rate and review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com. We're going to send you for free our Passive Income Launch Kit. And oh, by the way, little thing that I'm... I guess I should talk about it, Scott? Maybe I will talk about it.

I have re-configured all the Deal Flow modules for the investor's toolkit and they are being worked on right now. They are going to be really cool and way better than what is in there right now. It's going to be pretty awesome. So, for those of you that have the toolkit we are constantly updating it and that update will be emailed to you, probably within the next I'd say 30 days as we get that going. So, be on the lookout for the whole new Deal Flow Module being updated.

All right, guys. Are we good?

Aaron: Yeah.

Tate: Yeah, we're good, Mark.

Mark: All right. Should we do it?

Tate: Yep.

Mark: Wait, Scott. You're on mute, Scott.

Scott: Oh, sorry.

Mark: There you go.

Scott: Let's do it right one, two, three.

All: Let freedom ring.

Tate: Why are you dragging it out so long, Aaron?

Aaron: Me? I was following Scott's lips.

Scott: No dude, you've got... No, no, no forget my lips your internet connection is like dirt and you can't follow. It drags so bad you can't do that, you've got to do one, two, three and lose it oh that's the problem the internet it's the latency. Next time he's going to have to lead. I don't know.

Mark: When you live the rural lifestyle, Scott, you can't expect the fastest bandwidth you know. I don't know.

Scott: Well, I guess.

Erik: You know by the time a horse get here with the signal and runs back to you I guess there is some latency there.

Scott: Yeah, I don't know.

Mark: Yeah.

Scott: It's ridiculous.

Mark: Yeah. So, let me ask you guys a question about etiquette - party etiquette, okay? You're at a party and it's time to go. Let's say it's post-dessert do you go to the hosts of the party and say goodbye and then leave or do you just leave anyway because you don't want the host to know you're leaving early and you don't want to have like that long goodbye kind of thing. What do you do?

Tate: Well, if you don't say goodbye, you just come off as ungrateful. Is that what you do?

Mark: I mean I'm asking.

Tate: You better say thank you; they just cooked you dinner.

Mark: So, you say goodbye right?

Tate: Yeah.

Mark: But let's say it's a big part. Let's say its 150 people no one is going to really... You know the hosts are busy, you know they're doing the thing. Like

let's just take like a wedding for example, like do you just leave or do you say goodbye to the host?

Tate: I think you still say goodbye. I mean you can do it very briefly in just hey wonderful event. Thank you so much, we appreciate it. We have to get going but thanks a lot.

Scott: Remember the kids. Like we've got to get home to the kids.

Mark: You've got to get home to the kids.

Scott: You've got to say goodbye to the host and then sneak out so that nobody else sees you. Because typically when one person goes, everybody goes. You don't want to tune down their party.

Mark: Right.

Tate: That's really true.

Mark: Erik, what about you?

Erik: Yeah, I think you've got to say goodbye to the host.

Mark: Okay, all right just curious. You know the intricacies of the social fabric of society really get lost on me. I just don't know in this particular situations what is etiquette, what's not etiquette but just curious.

Scott: So, who did not say goodbye?

Mark: I personally don't sneak out but I've had people sneak out on me on parties.

Scott: Oh, you had a party and we weren't invited?

Tate: What? Where is the etiquette in that?

Erik: I was going to say...

Scott: See what just happened guys?

Tate: It's good to know where I stand.

Mark: The internet connection from my end is really bad right now. Bear Land - Aaron I don't know man. My internet connection is like dirt. Thank you guys, for doing the Round Table. I really appreciate it.

Tate: [laughs] Are you sneaking out right now?

Scott: Hey, Tate and Erik, you guys are invited down to Florida for a little party. I mean Bear Land too, but by the time he gets here, the party will be over with.

Mark: Right, right.

Tate: That would be awkward, right? Showing up after the party.

Scott: Yeah. We don't do that. Even though I mean maybe we should just plan our own party at Marks house and just show up. What do you think?

Mark: And that's the other thing like can you leave before desert at a party? That's just like a no, no.

Erik: It depends with their service.

Scott: Why couldn't you?

Aaron: It depends on the type of party. Like if you're sitting at a dinner table with everybody I think yeah, you wouldn't want to leave before desert.

Mark: Yeah, just any party that you know there's going to be dessert like some kind of celebration. You know look like if you're at a dinner party and there's like eight of you of course you're going to just buy your time.

Tate: Like if you know you have to leave early, you can preface it when you arrive. Let them know, let your host know ahead of time that's what is going to be expected and give them a valid reason or whatever and I think everything will be okay. Let them know that even though you have to leave early that you were honored that you were invited to come and that you thought it was you know they're very valuable to you to be able to spend time with them and attend this. You're very sorry that you have to leave early but you didn't want to miss the opportunity to get to spend this time with them and that sort of thing.

I think you can get away with a lot of almost anything in life saying things, doing things if you handle them a certain way and if you are upfront and honest which we talk about a lot but you know. When I sold cars back in the

day I had a sales manager that said you can literally say anything to people it's just how you say it that makes all the difference in the world and that it really is kind of true. So there's always a way to handle these things you know.

Mark: All right. Well next time I have an event or social situation I'm going to Vox you, Bear Land – Aaron, just like you know you be here. [00:38:42] [indiscernible] You guys have all been to boot camp. I really like it when people come after even though like I'm busy and I'm breaking stuff down I do like it when people come up and just say goodbye.

Scott: Right, right yeah. Mark, I will tell you though here's a solution to the problem next time you have an event at your house just invite the four of us. We don't have to be guests. We will be the etiquette keepers, like Bear Land could be at the door and say hey where are you going? The dessert hasn't been served yet; sit back down. Tate has got the backdoor covered, Erik and I will take one of the sides and no one is escaping the compound there.

Tate: The compound.

Mark: I can see Erik being like who is gluten-free? Who is gluten-free here? Don't even come near me. I'm from Tennessee I don't want to talk to you gluten-free people, all right. You stay within 10 feet from me.

Erik: I will bring my own chicken.

Mark: Oh gosh. I'm getting hungry I've got to go guys.

Tate: Talk to you later.

Erik: See you.

[End of Transcript]