



# 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, Mike Zaino – TheLandGuru.com, Scott  
Bossman – LandBosses.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](http://www.TheLandGeek.com). And on today's Round Table Podcast, we've got Bear Land - Aaron. Bear Land – Aaron, how are you?

**Aaron:** Doing well, glad to be here.

**Mark:** Great, great. We've got the Zen master—breath in the mailing, breath out the marketing—Mike Zaino. Mike, how is it going?

**Mike:** It's going well. How are you?

**Mark:** Good, good. We've got the big Poppa. His baby already took him down. He's got the flu and yet with the flue, he still shows up for the Round Table Podcast, the toughest guy I know, Tate - Navy seal - Litchfield. Tate, how are you?

**Tate:** I'm hanging in there. I'm going to make it. If that's not dedication, I don't know what is.

**Mark:** I don't know. Are you taking Tamiflu?

**Tate:** I'm taking everything man, anything and everything.

**Mark:** Yeah, I mean I get a paper cut and I'm like Voxing Scott, "What are you doing with the mastermind call today?" There's no more of that; I'm going to toughen up. And of course, last but not least, you know him, you love him—Scott Todd, [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com). And most importantly, if you're not automating your Craigslist and your Facebook postings, [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek). Scott Todd, how are you?

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

**Mark:** I'm great, I'm great. Do you know why today's podcast is sponsored by [LandModo.com](http://LandModo.com)?

**Scott:** Tell me.

**Mark:** Because of Tyler and his post.

**Scott:** Tyler Brooks?

**Mark:** Tyler Brooks, his first sale on Land Modo.

**Scott:** And in the last week, Mark, Tate had a sale on Land Modo, Bear Land had a sale on Land Modo, I had sales off of Land Modo, we can all have sales off Land Modo.

**Mark:** Yeah. So, get started. Go to [LandModo.com](http://LandModo.com) and then you can thank us later for all your passive income. Let's start with Mike Zaino. Mike, what do you think are the ingredients that made you successful in the land business?

**Mike:** Well, it's a good question. I think number one been mentorship; somebody who has been there, done that and it is a difficult business to get into on your own. I always talk about how it's a repeatable, redundant process. This is like *Groundhog Day* over and over again, which by the way serves us well because since is the same process over and over again, we can use VA's, we can use automation, and we can use systems. I always say the boring is exciting in that respect, but it's just that they're so many little intricacies that are involved in this business without someone to kind of

bounce it off, someone to keep you kind of what as you always say, when you get kicked in the teeth by something, life is always going to do that to you. Somebody you can reach out to who's been there, done that, someone who's been through the same process as you but more times than you that can help you and guide you.

I think that's number one. It really is and you've got to have somebody in your corner. Like a successful boxer is not going to be out there on his own, right? Any kind of athletes got a coach, got somebody with them that provides guidance and bring support when needed and uplift you when your spirit's down. So, that's true in every endeavor in life and I don't think land investment is any different. I think it's truly something that will be best involved with somebody who could guide you.

Of course, you have to take the actionable steps yourself. You have to be the one to do all the mailings and do the marketing in which you correctly state all the time—the only two things you can truly control is how many offer letters you send out and how much marketing you put out there but you have to deal with the rest. And that stuff you deal with, it can be overwhelming at times and to have someone who has been through that process to me that's... If I had to say one thing out of the gate that makes for success a lot is having a mentor—somebody who's been there and done that.

**Mark:** Yeah. It's so funny because I had a conversation today and somebody was like, "You know, the coaching is really expensive." I'm like, "Well, yeah, it's supposed to be because you know I've been working on this full-time since 2001; I've made million-dollar mistakes so you don't have to, right?"

**Mike:** Right.

**Mark:** It's like you know there's a lot of experiences there that you are going to smart cut just from doing this and it's a one time investment in yourself and then the rest of your life, you're going to have what I'd call the ultimate subscription model. So, it's just an interesting way to sort of look at mentorship versus as an expense or investment. I know every investment I have made with any type of mentor I've always gotten at least a 10X return. Even bad mentorship, just that one little tweak has moved the needle in my business where you feel like, "Oh, they don't even really care." But they showed up, I executed and I got a huge return. Bear Land – Aaron, for you what would you say has made you so successful?

**Aaron:** I don't know about success yet because I guess in full transparency, we haven't quite reached our goal of what we set for ourselves that's

considered successful. We are on our way there though. So yeah, the coaching has lots to do with that because there are so many places that you would be stuck if you didn't have somebody to help you through that or even to tell you don't even worry about that. Just move on, those kinds of things.

And then some of the tools that have been brought into the business boat before we started and since we've been in the business, we have really contributed a lot because they simplify things so much. They make your life so much easier that you don't have to worry about like for instance, not so much for a plus but the LG Pass or I mean the Geek Pay. You know it simplifies things so much that that's not even something you have to think about anymore so you can concentrate on the other things that are going to continue to move you forward. LG Pass is another one of those. And then there's third-party things like SimpleFile and just all kinds of tools that really can help you. They don't necessarily achieve success for you in and of themselves but when you don't have to worry about a certain thing like you know the accounting of your notes or on using WordPress and MailMerge and all these stuff to put your offers out. You can just click a button and move forward then you can concentrate on the higher-level thing that will bring you that success.

**Mark:** I love it. Yeah, I mean not one tool can really move the needle but when you combine all of them and you save so much time, which for me is so much energy to focus on what Mike said—the only things that really matter which are the mailing and the marketing, cumulatively it makes a huge difference. So, that's a really good answer. Tate Litchfield, why are you so successful? What is it?

**Tate:** Um, I mean hard work. Is that an acceptable answer? I mean I work hard.

**Mark:** Absolutely.

**Tate:** I think more than anything, it's my foundation. I did this business without mentorship and then I did with mentorship and the results I mean weren't even comparable once I started getting help and some guidance. And I think that goes back to a strong baseline education. I learned the basics; I learned the fundamentals. And if you don't learn those fundamentals, you're treading water, right? You're just standing still and you're shooting in the dark and I remember the way that I used to pick a County was I used to sit down and I'd either ask, "Hey, what County could I get to in a quick little drive from my house?" Or I'd close my eyes, imagine the map of the United States on the board behind me and I'd throw a dart and I'd say, "Boom. That's where I'm going to buy land." And I had to learn

the fundamentals of what made a good county, what made a county work in this business. And once I learned that, there was no guessing, right? I was acting with precision.

So, I think that came with like a mentorship and also a sense of community. Why do I attend so many boot camps? Number one, I get a nugget every single time but it's good to see my people. It's good to hang out with the people who are as obsessed with raw land as I am. It keeps me motivated. So, our community is definitely a huge player in that success.

**Mark:** Yeah, I mean our community is second to none. If you've never been to boot camp and you've got the *Toolkit* and you got two free tickets, the next one is in Vegas. We're more than halfway filled up. You've got to go to [TheLandGeek.com/BootCamp](http://TheLandGeek.com/BootCamp) and get registered because like Tate said, our community is amazing and it's really hard to describe. You almost have to go on Facebook and read the reviews to see what makes it so special and then like Tate said...

I had a call today, Tate, with a client that has the *Toolkit*, he gets two free consulting calls and he told me that because he has family in Philadelphia, he wants to start in Philadelphia, Pennsylvania. And I was like, "No, that's not our business. You're not going to get an infill lot in Philadelphia at \$0.25 to the dollar. They're going to go to a broker; you're not going to get any deals there. Or if you do, it's going to be from a broker and it's going to be very, very, very expensive. So, I get why you want to start there but that's not where you start. Nobody wakes up and thinks to themselves, 'Boy, I would love some raw land in Pennsylvania, unless you live in Pennsylvania.'" So, that was interesting. Scott Todd, what do you think is the secret to your success, the special sauce?

**Scott:** I mean I think early on having the structure around kind of coaching and mastermind calls—all of that stuff—it kept me engaged. Mark, when I started and we had mastermind calls, we still do. We still have these mastermind calls every Wednesday and on the ones when I started, I mean like you would go around the call and you'd say, "Okay, did you sell anything this week? Tell me about the deal." Like did you sell anything and tell me about the deal and it was... Today's mastermind calls is really about questions—how do I do this, how do I do that.

In the original days it was just "Did you sell anything and tell me about the deal and you did not want to show up to the call and say I did not sell anything." At least I didn't, like I didn't want to go there; it's kind of embarrassing. So, you know, come whatever it took, I was going to have a sale by Wednesday at the mastermind call because I didn't want to be the

guy that didn't have a sale and you know I think that forces you to take extra care in building that business. It keeps you engaged; it keeps you motivated. I think you have to stay with it because look, it isn't easy business. What is not easy is getting it right. Like you've got to do the County research; you've got to feel comfortable with accounting.

I was working with someone the other day in Flight School and they were saying, "Man, I'm working this County. None of the records are online." You know and that's what we teach in Flight School. Look, if there's friction or if it's hard to like to do County research or deed research, it may not be a good County for you. Like find out where it's easy and just take action there, but I think that when you build that business, when you choose the County correctly, when you see that there is other land investors there, you can have success beyond what you could ever imagine. It is just amazing.

**Mark:** So, speaking of success beyond what you ever imagined, Scott ruined my Valentine's Day. Scott, do you want to tell the story?

**Scott:** All right. So, for Valentine's Day as many of you know, I recently became about a month ago a private pilot. And I have the certificate; I can fly around. So, for Valentine's Day my wife agreed that we would get a plane and not buy a plane, rent a plane and we would go to lunch. So, it was her first flight with me and she was a little not nervous of my abilities but just she's never been a plane like that before and wasn't sure what to expect. So, we take off and we land. We went to an airport that is pretty close by. It was about a 20-minute flight.

We land, all is well, we're eating lunch, she's taking pictures of the whole experience, she's sharing it with her sisters and family and it was a good time. Then we get back in the plane, we fly back to our home airport, land. As I'm packing all my stuff up, I glanced at my phone to get the email that said, "Hey Scott, just wanted to let you know, we have a cash sale. It was a property we paid 3000 for and sold it for 18,000 cash." And they had accepted a check, we got an electronic check. So basically, it was just for me to go print out and take it to the bank. So, that was kind of a great experience.

I called Mark. I'm like, "Mark, guess what I did for Valentine's Day, man. I took my wife to... flew her to lunch. Here's the picture. Oh, by the way, I got a cash sale, nice margins on there as well." And Mark, you told me our relationship was never the same.

**Mark:** Well, it's not. It's sort of a dropped the mic moment and I like to say comparison is thief of happiness and he stole all the happiness from me for

Valentine's Day. Because I said to Scott, "Look, that experience is never going to happen to my wife. She's never in her entire life going to get that call from me saying, 'Hey honey, I'm going to fly you to lunch.' Number one, she would never fly with me. Number two, she would never fly with me. And number three, I have no interest in getting a pilot's license." But still, like how romantic is that? And then of course, all the cherry on top is the cash sale. So, he got paid to have my wife look at me like you are the most incompetent person I know and I should have married a guy like Scott Todd and it was humbling. Bear Land – Aaron, what would Missy say if you're like, "I'm flying you for lunch today"?

**Aaron:** She would be on board because she knows that that's a dream of mine as well to fly. I dreamt of it all my life so she would be on board. So, a little jealous of Scott right now but I love him.

**Mark:** I mean, Tate, doesn't it make the chocolates and roses look like a booger? Wait, Tate, you're on mute.

**Tate:** I was going to say actually as we speak, I just had to unfriend him and we're going to have to make sure this podcast never airs because I don't want my wife to think that that's normal.

**Scott:** She already knows.

**Tate:** Scott—he just set the bar so high that from here on out, his wife is going to expect this.

**Scott:** I told her. I'm like, "This is kind of like our Pretty Woman moment. [00:17:25] [indiscernible] gets on the plane and flies to lunch." She's like, "Well, I'm not a prostitute, so..."

**Mike:** Shish, way to ruin it.

[laughter]

**Mike:** And we have digressed.

**Mark:** You can't win.

**Scott:** And that's how the flight ended.

**Mark:** Who's the guy, "Champagne and caviar and land flipping," who's that? Remember the lifestyle of the rich and famous?

**Scott:** Yeah, I know who you are talking about.

**Mark:** You know who I'm talking about?

**Scott:** What's the guy's name? Robin...

**Mark:** Robin Leach.

**Scott:** Robin Leach.

**Aaron:** Yeah.

**Mark:** Yeah, good call. So, you're like Robin Leach right there.

**Scott:** Yeah.

**Mark:** Yeah. You know what, the land investing business really allowed you to get your pilot's license faster than anybody. Isn't that what they told you?

**Scott:** It did, yeah. I mean it took me five months but essentially I had allocated 3 days a week to go in to instruction plus countless hours of study and you know kind of homework and all these other stuff. The only way I could've done that is by being in this business. It brought me the ultimate thing which is freedom. Like there's no way that I could had a corporate gig and done this because I would have been limited to the time that I could participate and there's something strange.

Mark, when I went out there to meet with the instructor for the very first time, I said to him, "Okay, listen. How long does this take?" He's like, "Well, you have to have a minimum of 40 hours. Probably it's going to be closer to like 50 to 55." And I'm like, "Okay. What is the very best strategy to do this, you know forget time and forget economics like forget those two factors, what's the very best way to learn this?" And he said, "Three times a week." And I'm like, "Three times a week?" He is like, "Three times a week." I'm like, "Done." So, that's what we're doing and that's what I did. And it was amazing because you think like, "Okay, I'm going to fly three times a week." But there was one week where we had a hurricane. I didn't fly at all. If you're trying to plan that like I'm just going to go once a week, well then, you can get wiped out for whether on you know every Saturday for a month, if that's like your only single day to go do it. And then all of a sudden, you're not doing this thing for a whole year.

And by having that freedom, by having that time, by having the economic freedom and the time freedom together, it's the only way I was able to do it



in five months is because I had nothing else going. I had the economic freedom and the time freedom. I don't know how you combat or battle any of that because how many people do you that create... we talked to a guy today, he created an eight figure business. How much time freedom does he have? Like an eight figure business is beautiful but to me I want the time freedom with the economic freedom and I think that's what you get from the land business and I think that's what you can learn from your investment whether it's in coaching or the community or however it comes back to.

**Mark:** Yeah, Mike Zaino, what are your thoughts?

**Mike:** Well, I kept hearing R. Kelly, *I Believe I Can Fly* the whole time he was talking. So, I can't get that out of my head; it's been ringing. But he hit up on some really great points other than the flying, romantic, yes. But we have to move away from that one very quickly so we can get back on top. I can't compare to that one either. But you know when he was talking about all the different ways that everybody was talking about, what's helped them in the business, it reminds me of like I guess you could go and get a whole bunch of tools that work on cars. You could get a whole bunch of really expensive tools but you're not going to be a mechanic. You could go get a whole bunch of tools to work on electrical stuff but you're not going to be an electrician.

I mean, the tools themselves without the education, it's like pointless. I mean you just don't know what you're doing, you don't know what's in hand, you could get hurt, you could lose money, right? I mean in the business of auto repair or any other trade, you can really get hurt. You put the ladder up, you don't know how to use it, you fall down, you could die. Well, in land buying or rather investing, if you get tools and you just go around real quick without education, you could lose money or you could spend a lot more time than you need to. So, it is just interesting. I liked it when I hear everybody talking. It makes me think about that. It's just the education is first, understanding how this business works or any business but we're talking about the land investing business. So, understanding how it works and the parameters and processes and from there implementing tools to scale that's huge, but in the beginning we all know you need to do this first to really embody it and to know how the ins and outs work. So, it was interesting; those are my thoughts.

**Mark:** Yeah, I mean for me a big take away was the power of purpose and Scott had several different whys in the beginning. The first why was protect his family. Then he got that done and then the second why was spend more time doing things that I love to do and kind of these bucket list things. I love Voxing Tate and I'm like, "Going to the bike ride yet?" He's like, "I love it."

Because there's not a day that Tate can't go bike riding, unless of course he gets a flu. But I think oftentimes, you know especially in our society, there's this badge of honor. I worked 80 hours this week. Okay, I mean that's great if you really wanted to work 80 hours and towards a higher purpose but just over 80 hours just to tell your law partner I worked 80 hours this week. It isn't really valuable, I don't think. Someone has got some feedback. I think it's Bear Land - Aaron. I'm going to mute him. Tate, what are your thoughts?

**Tate:** Yeah, I couldn't agree more. I think that why, that purpose, that's ultimately what is going to motivate you to have this success that you want and that's what is really unique about this. Everybody on this call, I think we all have the same why, we all have the same goals moving us forward and that's financial freedom and taking care of the ones we love and spending more time with them and it's really amazing to surround yourself with people who are motivated by the same things and I think that's just another testament to the beauty of working with people who you love, respect and admire. And our community is so unique because there's not a person that I don't enjoy working with. So, tools will help you get to the end destination quicker but you've got to have the basic fundamentals.

**Mark:** Right and if you want to really learn, deep dive and sort of explore how this business can move the needle in your life, I would recommend scheduling a call with Mike or Scott Bossman and all you've got to do is go to the [LandGeek.com/Training](https://LandGeek.com/Training). You just scroll down, you pick a time that works for you and see if this is going to be right for you and ask them the tougher questions that you might not be able to ask just generally speaking and hear their stories and how they are able to create the financial and the time freedom that they created and the steps that were involved in and it becomes a lot more real when you do that. So, I do recommend everybody that sort of wants to dip their toe in the water in this go a little deeper and just go to [TheLandGeek.com/Training](https://TheLandGeek.com/Training) and schedule that call.

So, we are now at that point where Erik Peterson was unable to make the Round Table podcast due to a scheduling conflict but he was kind enough to give his tip of the week. Are you guys ready?

**Scott:** We are ready. I'm sure it's going to be great.

**Mark:** I mean, of course Scott is going to say that.

**Scott:** I think you should just stop right now and because you know he could've like just said, "I can't be here, so it's not my turn." But Erik being Erik, he delivers.

**Mark:** Erik delivers; it's true.

**Mike:** What is it he delivered?

**Mark:** So it's [Fin.com](https://fin.com), F-I-N.com.

**Scott:** I love this website seriously.

**Mark:** You do?

**Scott:** I do.

**Mark:** It's a little pricy though.

**Scott:** Listen. It's pretty good, pretty good.

**Tate:** What is it?

**Mark:** Is it better than Get Magic of Fancy Hands?

**Scott:** Check it out, Tate; go there [Fin.com](https://fin.com).

**Mark:** So, this is like a competitor to Fancy Hands or [GetMagic.com](https://getmagic.com). Now, Erik told me that he did have some research done and it cost like 40 bucks but this is like a digital system. Fin can call, Fin can email, Fin can text, schedule, research, book and purchase for you. Talk to Fin using voice transcription that actually works, add Fin to email chains. Fin understands context, larger preferences and handles Nuance requests. So, it's like a more flexible than a traditional system. Fin is available 24/7, 365. We hire and manage a highly skilled and educated team so you don't have to, you pay only for what you use down to the minute. So, you can see like a live feed of their Fin requests. Please reconfirm my reservation for tomorrow. I'm in Jakarta for work for the next four days. Can you recommend an activity or something to see for each night? Please remind me to go home at 5 PM, again at 5:15 PM for the next four days and do all that. So, there's like a lot of research, booking, message, shopping, and calendar. It's kind of cool. What do you guys think?

**Scott:** I like it.

**Tate:** It looks good; it does look a little pricey, but if it's quality, then I have no problem with that.

**Mark:** Let's see what the pricing is. Only pay for views, join today and skip our usual two hour minimum. Pay dollar per effective minute worked, a dollar a minute and you can see how much people are paying on average: 15 bucks, 11 bucks, 14 bucks

[00:28:39] [indiscernible].

**Tate:** If it's quality, then so be it because I don't have to do it.

**Mark:** Okay, it looks good. What do you think, Mike?

**Mike:** So, every request you make is like basically public or is that...?

**Scott:** No, they're just showing you. Those aren't really from today. They're just showing you some that people have done.

**Tate:** Ah, it looks interesting. I mean it's like Fancy Hands but maybe it's better. I don't know. If it's a little bit more money for a better quality product then [00:29:15] [indiscernible].

**Mark:** Yeah. I mean it doesn't cost much to test it.

**Mike:** No.

**Tate:** I'm just wondering why the guy needed to be reminded to go home at 5:15 every day for the next four days. That seems like kind of dumb.

**Scott:** Well, I'll tell you why; I'll tell you the exact reason why.

**Tate:** Tell me the exact reason why.

**Scott:** Because he's not a land investor because otherwise he would already be at home.

**Tate:** Oh.

**Mike:** Wow that's good.

**Scott:** See what I did there?

**Tate:** That makes sense.

**Scott:** Yeah.

**Mark:** Pretty cool.

**Scott:** I give it two thumbs up, Erik. Good, job man.

**Mark:** Good job, Erik.

**Tate:** I like it.

**Mark:** Bear Land – Aaron, what do you think?

**Aaron:** I'm actually driving so I couldn't look at it. So, I'm going to bail.

**Mike:** Look at it right now.

[00:30:13] [indiscernible].

**Mike:** I'd give it one thumb up because he's not here.

**Aaron:** Come on, you're a fire fighter.

**Mike:** He's not here; one thumbs up because he's not here.

**Mark:** One thumbs up, okay.

**Mike:** It's a great tip but I'd rather have heard Erik.

**Mark:** It's almost like [00:30:27] [indiscernible] Because when he's on, we just like to make fun of it.

**Tate:** But it's actually a good tip. I like it; I'm going to try it honestly.

**Mark:** I'm going to try it. I do think though like Scott for Fancy Hands like I'm calling let's say the phone company and I'm going to be on hold for 30 minutes that's 30 bucks just to be on hold for 30 minutes while for Fancy Hands it might be 9 bucks on the same task.

**Scott:** I'm with you.

**Mark:** But actually Fancy Hands you'll pay 18 bucks two tasks. Wait no, no, no it's... What is it? Its 9 bucks a task.

**Scott:** No, its 5 bucks a task.

**Mark:** It's 5 bucks a task.

**Scott:** Hold on. I pay \$15 a month and I get 15 tasks. So, 3.333 a task so that will be \$6.

**Mark:** That will be really good.

**Scott:** \$7 to sit on hold.

**Mark:** Yeah, which is way better.

**Scott:** Hey Mark, since this would not be a complete podcast without us picking on Erik or Mike.

**Mark:** That's true.

**Scott:** So, just so that you can see that I do pick on everybody and Erik is not necessarily always like immune from my picking on everybody should go do this. Go to [TheLandGeek.com](http://TheLandGeek.com) and that's right, I am promoting your website here, Mark, too. /Student-Success. [TheLandGeek.com/Student-Success](http://TheLandGeek.com/Student-Success) go all the way to the bottom and look at Erik's picture. I do see Luke Skywalker in there.

**Mark:** Oh oh, now he's going to take another deal from us just for this.

**Scott:** Ah, well you know.

**Mark:** He's also on the Geek Pay site too.

**Scott:** With this picture though?

**Mark:** Let me see, probably.

**Scott:** This picture is really good man.

**Tate:** He looks handsome.

**Scott:** He looks young.

**Mark:** Yeah, he's not that young.

**Tate:** That's rude.

**Mark:** Well he's not. He just looks young.

**Mike:** I thought he was in his early 30s, but no.

**Mark:** Yeah.

**Mike:** Is he wearing a shirt in that picture? What's that just like a necklace with no shirt?

**Scott:** No, he's got a shirt on.

**Mike:** No, there's no shirt on.

**Scott:** You can see it in the lower left corner Mike. Lower left corner you can see the collar.

**Mike:** No, all I see is like a necklace.

**Scott:** No, no, no. Go lower, you can see it in that corner.

**Mike:** Geez I'm not showing Laura that picture, no way. I'm scrolling out of that. Do you know what I want to do, Scott? We have a local park nearby that we pick rides in them and in there's this sky ride. It's a little plane you sit in on a little cable and it takes you across I think I might schedule a ride there with Laura there for [00:33:20] [indiscernible]

**Scott:** You do that and you're like weeee taking you to lunch baby.

**Mike:** Get a candy apple.

**Scott:** Yeah, taking you to lunch.

[00:33:26] [indiscernible]

**Tate:** I set myself up for failure because last year we were in Paris for Valentine's Day.

**Scott:** Oooh.

**Mark:** Oooh.

**Tate:** And this year Allison was like so what's going on today? I was like...

**Scott:** Going for a bike ride honey.

**Mike:** Pizza.

**Tate:** I was like Fancy Hands please make digital reservation at an Italian restaurant now. You know it was a letdown but...

**Mark:** It's like honey I've got more diapers shipped to the house so we can just change more diapers. I'm going to change diapers all day today for you.

**Scott:** In between all my calls.

**Tate:** Yeah.

**Mark:** In between all my call.

**Tate:** And I was actually I went out riding on Valentine's Day and I was riding with my buddy and he got like two flat tires so we had to wait. I got home like an hour later than I was supposed to so we missed our dinner reservations.

**Scott:** Aargh.

**Tate:** I mean it was bad guys, really bad.

**Scott:** You didn't tell her it was flooding and you couldn't get home?

**Tate:** No, I thought about Ubering again but I don't know. I didn't want to leave my body out there.

**Scott:** You chose the bros.

**Tate:** Yeah and it was not good. Like I said I learned.

**Scott:** You better hope Allison doesn't listen to this because you just confirmed that you choose the bros.

**Tate:** I didn't choose the bros I was with the bros. I had no choice no man left behind.

**Mike:** This whole podcast has to get hidden.

**Aaron:** Yeah.

**Scott:** Yeah okay. Just shelf this one. Danielle, do a best of.

**Mark:** Danielle, just cut this part out.



**Mike:** Cut this part out.

**Mark:** All right. I want to thank all the listeners. Hopefully everyone is getting value out of the Round Table podcast and I know we're having a good time. Even Tate is showing up with a flu and you know we're having a good time. Please help us out with the podcast, tiny little favor: just subscribe, just rate, just review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com, we're going to send you for free our \$97 Passive Income Launch Kit.

Does everybody know about Dirt Rich coming out? I wrote the book Dirt Rich; it's coming out. If you want to preorder Dirt Rich, just email Support@TheLandGeek.com, we're going to basically give it to you for free because you are podcast listener. All you have to do is pay shipping and handling because let's face it, I don't want to lose money on the damn thing but I'm not going to make any money either. So, do that just email and just say preorder Dirt Rich and we'll get you in the queue so I know how many of those to print. So, it's going to be great. We're already getting good feedback under Rich from those lucky few that have been reading it. Maybe I should throw out a few chapters as a preview. What do you guys think?

**Aaron:** Yeah, I like that.

**Tate:** Yeah.

**Mark:** What do you think should I?

**Scott:** Sure why not.

**Tate:** The one about me. Share the one about me.

**Mark:** Yeah, okay just [TLFolio.com](http://TLFolio.com). It doesn't mean Tate Litchfield. Oh no, the Land Folio unbelievable all right. Also schedule a call to Mike and Scott. Go to [TheLandGeek.com/Training](http://TheLandGeek.com/Training) and that's it. You guys ready?

**Scott:** Let's go, Mark.

**Mark:** One, two, three.

**All:** Let freedom ring.

**Mike:** Ding, ding, ding, ding.

**Scott:** That's the best one.

**Mike:** That's pretty good.

**Aaron:** I didn't do it.

**Scott:** That's why it was the best.

**Mike:** Maybe Erik's tonality takes us off a little bit too. Maybe we should mute Erik from now on too when we do this.

**Tate:** Maybe he should only be allowed to play guitar during it.

**Mike:** Yeah, the 'guitar'.

**Mark:** The 'guitar'.

**Tate:** He could write a song.

[00:37:35] [indiscernible].

**Mike:** The stick and the bicycle.

**Mark:** Oh, we're going to get a lot of flak when Erik hears this podcast.

**Aaron:** Maybe he doesn't even listen to them.

**Mark:** All right. Well, thanks guys.

**Tate:** All right.

**Scott:** All right thanks.

**Mark:** So Mike what have you got going on for the rest of the day?

**Mike:** Not much.

**Tate:** Being a full time land investor is what he's got going on.

**Mike:** I've got a couple of work outs planned; you know I've been dieting really well. I mean I always make this promises for the next boot camp I want to look in shape but this next one in Vegas I'm going to be shredded. I am eating macro Mediterranean diet, I'm exercising. I exercise three to four

times yesterday. I mean I'm looking to really show at Boot Camp and be like...

**Scott:** What do you mean exercise three or four times a day? What did you do?

**Mike:** Exercise: I walk, I use 'cahdio'.

**Scott:** 'Cahdio'? Come on man cardio?

**Mike:** Some stretching.

**Scott:** Honey, we're going to do some 'cahdio' tonight.

**Mike:** We do 'patner' yoga.

**Scott:** 'Patner'?

**Mike:** Partner yoga.

**Scott:** Hey, let's do some 'partner' and 'cahdio'. What do you think, Tate?

**Tate:** I didn't know walking was considered like exercising. What do you go to the malls and where your sweat pants and walk around?

**Scott:** I'm walking to the Wal-Mart to get a drink.

**Tate:** Yeah.

**Mike:** A guy came the other day to do some work in the kitchen and I had my sweatshirt on, zipped down, my... I can't call it the wife beater. You know these things, these Italian things he's like, "Oh those are like Rocky Balboa." I'm like that the best compliment I have ever had. All day long I was walking around boxing for Laura, Rock Balboa.

**Tate:** Adrian.

**Mark:** Look, I think it's wicked cool.

**Aaron:** Are you minding your macros?

**Tate:** Speaking of boot camp, Erik messaged me and wanted to know if we wanted to do like if we're going to do something the night before, Thursday night before boot camp. If you guys wanted to look into maybe doing a show

downtown, going to a buffet depending on what time everybody comes in we could go throw down some lead in the desert and shoot some guns.

**Aaron:** Uuuh I like it.

**Mike:** I won't be dieting at boot camp. I don't diet at boot camp. There's no dieting at boot camp.

**Mark:** No. I've really been cutting down my sugar and I think I've lost a pound.

**Tate:** That's it?

**Mike:** But you drink five pounds of water a day and that's got a couple of the water you drink.

**Mark:** I know. Tate when you get to be my age your metabolism slows to a crawl.

**Tate:** I had a Coca-Cola with zero sugar last night on accident and then I started back to the good stuff. I'm young worry about it later.

**Mark:** Yeah, it's good. All right guys I'm going to go work out because Mike is going to be shredded I've got to keep up with him.

**Scott:** You're going to do 'cahдио'?

**Mark:** I'm going to do some 'cahдио', I'm going to lift some weights. How do you say weights with a Boston accent?

**Tate:** Stretching?

**Mark:** How do you say weights Mike?

**Mike:** 'Weights'.

**Mark:** It's wicked weights.

**Mike:** Some 'pahtner' yoga.

**Tate:** All right.

**Aaron:** The 'cahдио'.

**Mark:** All right, you chatter heads. Go and list some land on [LandModo.com](http://LandModo.com), get a sale, all right.

**Tate:** All right, talk to you later.

**Mike:** See you.

**Mark:** See you.

**Tate:** Bye.

*[End of Transcript]*