



THE LANDGEEK

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

Mark and Scott talk with: Erik Peterson - LandOpia.com, Tate Litchfield - FrontierPropertiesUSA.com, Mike Zaino – TheLandGuru.com and Aaron Williams – BearLandProperty.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 for this week's Round Table podcast we've got joining us BearLand - Aaron. BearLand - Aaron how are you?

Aaron: Hey, glad to be here Mark.

Mark: Glad you're here. Glad you're here. We've got Erik - no nickname - Peterson. Erik how are things?

Erik: Things are good, thanks.

Mark: And of course we've got I love it when you call me big poppa, Tate Litchfield. Tate, how are you?

Tate: I'm great. It's been a good week, a good start of the month already.

Mark: Why was it so good?

Tate: We'll get into that in a minute.

Mark: All right, and then of course you know you love him Scott Todd from ScottTodd.net, LandModo.com and most importantly if you're not automating your Craigslist and your Facebook postings PostingDomination.com/TheLandGeek. Scott Todd, how are you?

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

Mark: I'm good. I'm a little concerned about Tate and some [00:01:29] [indiscernible].

Scott: I think he has a big revelation to make. What do you think?

Mark: Yeah. Tate, talk about something.

Tate: It's more of a confession.

Mark: You've got a confession?

Tate: Yeah, it's more of a confession and I need to just come straight out and get it off my chest and...

Scott: Wait, before you do. Before you do Tate like does your wife know about this confession?

Tate: Not only does she know about it she supports me in it, Scott.

Scott: Oh wow. Oh oh.

Tate: The confession I have to make is I have been cheating.

Scott: Cheating!

Tate: Yep.

Mark: Cheating in what way?

Tate: I've been cheating at this business. I been cheating Scott and the way that I've been cheating is I have bought so much wholesale land over the last month with our enterprise value in three days went up like \$110,000 all because I mailed zero offers. How amazing is that?

Scott: Yeah, that's cheating all right.

Tate: Should I feel about this? It's like I just tapped into this method for acquiring great property at a fantastic price that I can sell and still make my numbers on. I mean I just bought seven properties from Erik yesterday. Poor Erik gave them to me at a song and I'm going to make I don't know 400% on the deal, it's amazing. It's the greatest, the greatest revelation I have ever had in this business. It's amazing.

Mark: Yeah, but Scott Todd why is he sort of positioning this as cheating?

Scott: Yeah, yeah. So look Mark last weekend in Flight School we had a conversation about the fact that some people are getting offer letters back at a different rate and that's the way it happens. People have offer letters coming at different times and I basically said hey look... because then one person said, "Hey, I'm not getting the offer letters back at the same pace that I want to." Another person said, "Man I've got this land but I don't have the money." And I'm like let me introduce you guys. Like you both have a problem and boom you go.

So then I got an email or a message from a Flight School student who basically said, "Hey I cheated and just bought some land wholesale," and I was really shocked by the words cheated. I know he's just goofing around and playing around but that said, I do see people that are like really hesitant to like buy land wholesale because there is something fun about...

Tate: No, no, no.

Scott: There is something sexy about like mailing an offer letter and then someone bringing it back to you and you're like I've got it. It's like hunting, right? But in fact it's terribly painful I think you know like [00:04:33] [indiscernible] everything wholesale.

Mark: Let's talk to the hunter in the group. BearLand - Aaron is it considered cheating in a way the model if you sort of take the simpler approach and buy wholesale whereas someone else went out and did sort of the mailing piece of it?

Aaron: Well no, I don't think it's so much cheating. I mean it is a shortcut but shortcuts are you know sometimes the life of business. I think it was like maybe the second or third property we owned I bought from Tate wholesale and this is early on. When things sometimes aren't moving along in the mailing section the way you need them to you know you still have a

responsibility of a business to run. You have to look first and foremost at that business and it's by ability and if that means hey I'm going to go out on the open market to the wholesale market and pick up some lands so I can sell it and I can keep my business running and I can feed my family and do the things I want to do no that's not cheating. Who says that's cheating? I don't.

Mark: Maybe Erik Peterson says it's cheating. Erik when you first started would you consider taking a shortcut in the business especially when you're going through something like Flight School. Is this cheating?

Erik: No, it's not. It's actually I would consider it to be a great strategy especially for those people just getting started and in particular those in Flight School. So if they've got a property from day one as they're moving through the modules with Scott and learning all about the processes yeah, they can start mailing and doing their county researches as Scott teaches that but if they already have a property at the same time they could be marketing that property and trying to sell it.

Now they're not going to get to the marketing module until a couple of modules later but when they do get there they're going to be well prepared. They have a property market and they're going to be able to just take off and start using those methods right away. So actually I mean in my opinion every student that starts Flight School should have a property in hand, ready to go because we all know it. It takes three to four weeks at least once you start mailing until you start getting those offers back, then you've got to do your due diligence and then you can purchase some but it's a slow process especially just getting started. Which is also why we say don't stop mailing.

Mark: Right, right and speaking of Flight School today's podcast is sponsored by Flight School. If you want to learn more about the Flight School the ins and outs and what you can achieve in there just go to TheLandGeek.com/Training. Schedule a call with Mike Zaino or Scott Bossman, Land Geek certified coaches and talk to them about May - Flight School which is filling in fast. So Scott Todd what are your thoughts with your Flight School students should they be sticking to the mailing, is it okay to do a wholesale deal?

Scott: I think that there's A-Okay to do the wholesale deal. The problem I have is when they do it like week one because they're not ready. They need to I think learn the fundamentals of hunting but then once they have that and then there's time to go. In between I think that they're good to go to get some wholesale land and then they can start executing on the market and then the sales piece.

Mark: Yeah. You know what's interesting at Bootcamp Mark Livingston had a mailing that he was going through LG Pass and something went horribly wrong. I'm not sure exactly what happened but the mailings sort of just failed on him. So his deal flow just basically dries up and what Mark does he pivots. He's like, "Well I'm not stopping. I'm not going to be a chicken company with no chicken, right?" And he buys property from people in the community wholesale and I thought that was a really savvy way of solving that problem and then you know of course, I personally think that the more deal flow channels you have from the mailing, to wholesaling, you can do automation with [Craigslist.IFTTT.com](https://www.craigslist.com). The video that I have just go do [TheLandGeek.com](https://www.thelandgeek.com) or [YouTube.com/TheLandGeek](https://www.youtube.com/channel/UC...) and look up Craigslist automation. Is it Craigslist? Yeah like to look for FSBO like why not, right? Tate what are your thoughts?

Tate: Yeah, I couldn't agree more with you. I mean I'm buying as much land as I can wholesale just because at first it is sexy to mail and get the land go through the entire process, but once you've done it a number of times you realize if hey if I could eliminate this entire part of my business I can focus on just one thing and that's selling land something that I'm really good at. So it helps you reach your goals. Now I do think it's important to be well versed on how to do it because sometimes you're not going to be able to find the land you want in the areas you're look for. So that's when the mailing needs to come in you've got to know how to price property, but I don't know. I think that you're a smart investor and smart business owner if you looked at all resources that you have available to you. So when I say cheating I don't mean it's cheating by any means. I think it's fair play but you know it's turned out to be a really good investment for me.

Mark: Right, right. I mean let's put on, you know let's have BearLand - Aaron put on like the Sigmund Freud hat and look at it psychologically. I can imagine that someone would have a psychological barrier of, "Hey look you are making about 100 percent return on me and as a result why should I pay the premium for a wholesale piece of property when I can just mail and get it. Save myself that 100 percent markup most likely?" Bear Land Aaron, you think that's a psychological barrier?

Aaron: Oh it definitely is. I mean I struggled with that myself because of you think of kind of some of the principles of this kind of business is you're trying to buy things a product and you are trying to get it as cheaply as possible with the quality that you want and you're trying to sell it for as much money as possible. So in that mindset, the mailing is the way to go because that is where you are going to get as inexpensive as possible. But the thing that a lot of people don't consider I think is that you have a couple

of advantages to the wholesale is, the property has already been vetted, you don't have the due diligence expense and time. You can still check a couple of things out just to double check for your own piece of mind but that's being done if you're buying from a reputable wholesaler you know somebody who's being through the program and has some experience you should feel pretty confident in knowing that you're buying a good property. That saves you a lot of time. Time is money you know, and you are not having to go through the time of the whole mailing piece and all that. So you're saving a lot that can offset some of that extra cost because you're not going to spend it on the next step.

For a Flight School student the other advantage to having wholesale property even if you are mailing and that you are starting to market will be you are in Flight School is when you do get to that marketing piece. Just think of instead of learning everything from a blank slate if you've already been trying to market a property maybe you've had some trial and error experience just think of the questions you are going to have when that module does come along. You might be at a further place and you might get more out of that Flight school module because you have had some marketing experience. So, there is a lot of advantages to it and that psychological barrier is something you just have to contend with because it is there but you need to think of it in two ways and see which of those two ways is more beneficial to your business at the moment.

Mark: Right. Scott Todd, I think it's really important for the people listening that they are not kind of taken in by the funny math of a wholesale deal where you and I will talk about it like, "Oh look at this person trying to "wholesale" this deal." So let's kind of walk back what does a wholesale deal really comprise of?

Scott: For me what I'm looking for when I'm buying land wholesale is I'm looking to be able double my money on a cash sale. So if the land is going for \$2000 well then I need to be able to buy that land for a maximum of 1000. Forget what the terms price is for me I need to be able to at least double my money on the cash deal and that's kind of what I look for when I'm looking at wholesale properties.

Mark: Yeah. I mean Erik Peterson what we see are often times is a wholesaler saying, "Hey look this is what you can sell at for on terms," and that's not the wholesale price. It's exactly what Scott said, right? It's going to be the liquidation value on a cash sale can I make at least 100% on that. So how would you go about it if you are a newbie? How would you go about protecting yourself to make sure that you are not overpaying on a wholesale deal and you are not sort of again being taken advantage of by more

experienced maybe a predatory seller sort of luring you in with this, "Look this is what you're going to sell it for on terms?"

Erik: Yeah. So I think that it requires obviously doing your own comps. I mean you can't go by what the wholesaler is selling you exclusively. Yes, those are points of data to consider but you need to go out and check those comps yourself and look at past sales and see if you can find some cash sales to match it up against to make sure you are comfortable with those numbers.

Mark: Absolutely, absolutely. So Tate how do you find the best wholesale deals?

Tate: Well I contact my friends within the business. I mean I will reach out to people I like working with or trust. I even have one guy that I work with where I can call him up and place an order and say, "Hey I want land in this area, this is the max I will pay for it, go nuts." I think it comes down to working within our community that's so amazing and I'd feel comfortable buying from anybody that has gone through Flight School with Scott because I trust Scott and I know that Scott teaches everybody the correct way of doing things. So when I know that and I have that confidence and someone's education and the way that they do business now so I know that they are going to stand behind their product.

If the property I buy from Erik turns out to have a bunch of issues with it that Erik maybe missed I know Erik is going to make it right. Erik is not going to miss anything because he is one of the most through guys I know. But that's the kind of trust and confidence I have and that's what makes buying a wholesale property that much easier for me and ultimately the person selling the property has to understand that I need to make money on this deal too. If both parties are in agreement on that then the deal can go by super smoothly.

Mark: Yeah absolutely. So just to go full circle on this Tate you really were cheating.

Tate: I wouldn't say so.

Mark: Right.

Tate: I think I was just taking advantage of some options that were out there for me. I mean I saw a good deal, the margins were there, the comps made sense, it was a no-brainer. Who cares if I paid more than I would have mailing? I didn't have to mail. I didn't have to make a list. I didn't have to

get a list. I didn't do any due diligence on it. All I did was look at the numbers on the back end and think, "Yeah I can make money here."

Mark: Right.

Tate: I decided in minutes, you know?

Mark: Scott Todd if you are in Flight school when would you feel comfortable having a Flight School student do a wholesale deal?

Scott: I would say like when we get to the marketing piece. Not before but when we get to the marketing piece you're good to go.

Mark: Good to go, all right. So let's go to the next issue BearLand - Aaron and let's talk about what's going on.

Aaron: You know I've got this deal. It was kind of a bulk deal I did and I sent my seller the deed a month ago and he's sporadically being in contact with me so he didn't fall off the face of the earth he just won't over his feet. He just won't take this deed and get it notarized and get it back to me and I have actually presold the properties. So I kind of want to go around the table and see what are the thoughts on something like this?

How do you get this guy to move his feet do you just refund people and move on? I'm considering kind of both options. Being a little more forceful in my emails to him but at the same time he can just decide, "Well I don't like you anymore I'm not going to sell you the property." So you can only go too far or so far with him. You can only pressure your seller so much. But it always is not fun to give money back or try to work a deal and find of the same kind of property for the person who has put a deposit down with me. What do you guys go through? I just kind of wanted to go around the table and talk about it a little bit.

Mark: Let's start with Erik - The Hammer - Peterson.

Erik: I think the first thing I would do in that situation especially since you have some stuff presold I would get him on the phone and say, "Listen I'm going to send out a mobile notary tomorrow here is how the process is going to go and by the way this going to cost me \$100 to do it so I'd like to talk to you about knocking that off the price." You know? I would take that kind of action on it. If I didn't have presales already I might say, "I really need you to get this taken care of this week. If you can't I'm probably going to need to adjust my price because I'm out there buying other property in this area and I'm starting to get more properties than I want to hold in inventory. So

we might need to talk about that piece of it." I might try a couple of methods like that.

Mark: Yeah I was thinking literally the exact same thing. I would be curious Tate is there anything that you would do differently than what "The Hammer" would do? Tate, you're on mute.

Tate: Sorry. I like that nickname "The Hammer". That sounds powerful. Did that just come to you right now?

Mark: Yeah it just flowed out.

Tate: I like it. I agree with what Erik said. It's unfortunate and I have been in this situation a time or two myself and I basically called the person and said, "Hey, listen what's going on? Why are you dragging your feet, are we doing this deal or not because otherwise, I'm going to put the money to work elsewhere." Normally that motivates them but sometimes it won't and that might be the rare occasion that I bring in a mobile notary.

Mark: Yeah, yeah. Scott Todd, what's your advice to the Bear Land?

Scott: I think the same thing. I mean I think Erik actually nailed it. You should have gone to him last because me I would have being like, "Listen you're going to get this paperwork signed now." I wouldn't have gone to the mobile notary. "Like what's the hang up? I need this done or I'm moving on." But I do like the idea of the mobile notary and scare him a little bit.

Mark: Yeah. I mean Scott would actually send pictures of the mini bat to the seller and say, "I don't want to use it but I will if you don't meet the mobile notary on this date and time at your local Starbucks or McDonalds."

Scott: Aaron you could say like, since it is presold you could say, "Hey, listen this is important to me, I need to get this thing wrapped up and if you get it wrapped up tomorrow, if I can get this documents wrapped up by tomorrow I will give you an extra \$100." I don't know. Like you could take it a different way instead of saying, "Hey I'm going to send a notary out." Like, try to encourage him with a little bit more cash.

Aaron: I think I will try that.

Mark: I know Tate though Tate will be like, "Well if you're going to pay an extra \$100 surely you will pay an extra \$200."

Erik: Yeah. I don't know. I like what Scott said and I think you've got some options here so you've got some ideas. Let us know how it goes I guess.

Aaron: Yeah. I think I'm going to go ... I think first I will offer him a little bit more money just as an incentive to do that and then if that still doesn't move him I will move on the notary option and if that doesn't do it we are going to move on. He is going to lose the opportunity to sell his property.

Tate: Have you given him a deadline that says, "Hey you need to have this done in the next 48 hours or something?"

Aaron: No. I did let him know that I had people wanting to invest in these properties who have already put deposits down and so forth and I really need to get this accomplished. I don't believe in pressuring my sellers who are so gracious to sell us their property, however, could you give me a timetable. He said, "Oh I will get it done." That is all I heard from him. "Sorry I will get it done."

Tate: I have got a guy who is this way and I call him every single day.

Mark: Yeah

Tate: Don't pressure him but, "Hey just calling to make sure you got the documents. Did you get them signed today? No. How about tomorrow? You are going to do it tomorrow? You don't know? Okay, I will call you tomorrow and see if you got it done." That would be the approach I would take. That's the approach we take anyways.

Mark: Put him on a pedestal too, say like, "Look I know you are a person of your word and I really appreciate this old school land selling where your word is your bond and my word is my bond as well and I certainly would hate to have to go back at my word with the people that have already pre-bought property from me because we just have this logistic issue. So how can we solve this together? Will this work if I have a mobile notary meeting with you? But it really needs to get done and I so appreciate you being the kind of person that respects doing this and I want to get you that check out as soon as possible and also I wouldn't mind if you left a testimony on my website too."

Aaron: I love it. Yeah, I've got a lot of great options I'm going to try now so I hope the listeners find a lot of value in that as well. I think they will.

Erik: Aaron I think you should just give him the choice. You know say, "I can send out a mobile notary and make this really easy for you because it

seems do you have a tight schedule or however you want to describe that or if you think you can get this done tomorrow I will give you an extra 100 bucks." Just let him choose so that way it's like what's better for you and either option is a win for you if you can get it done.

Aaron: Right, excellent.

Mark: So speaking of a lot of value for the listeners Scott Todd is doing something very similar to the Atlanta Falcons. So if everyone doesn't know if you go to any NFL stadium the hotdog is like eight bucks now, a beer is like I don't even know I don't drink beer but like it's expensive. Everything on the line is super, super expensive and the Atlanta Falcons owner who actually owns Home Depot is like, "What happens if we lower our prices?" What happened is actually they had more sales not only more revenue but they actually had more profit because people just ultimately bought a lot more with the lowered prices. Well, CoStar comes in and buys out was it Land of America?

Scott: Lands of America, Land and Farm, Land Watch like all of them.

Mark: Right. They buy them off and do exactly what the majority of the NFL owners are doing they raise the prices where Scott what are you doing?

Scott: So Mark what set me up on this path I was just asked yesterday why did you open up Land Modo to the public, like to the other land investors? It all started last year. What happened last year is I was a happy Land and Farm customer paying \$50 for unlimited listings and that's when they made their little change. Then what they did was they went from 150, I'm sorry 50 to 150 and instead of being unlimited it was limited at 50. Then by the end of the year, they doubled it from that they went to 300. Then after that I just got a call a couple of weeks it's now over \$600 for 50 listings. That's it like it's ridiculous.

That's why I opened up Land Modo to say, "Hey listen we are not going to stand for this. This is ridiculous. Here is the line in the sand. We are not doing this anymore and I will open up my own platform which had a decent amount of traffic. I will take the money that you want to charge me and I will invest in my own platform." That's what I started doing is I took my money instead of paying them I went off and started building and expanding Land Modo.

Essentially what we are doing now is we are actually changing our pricing to actually have a free plan, a free plan. So that it would be unlimited listings for free and then they would be three plans, a free plan and more details are

coming, by the way: a free plan, that middle of the road plan and then the platinum plan which actually gets you to my buyer's list of almost 7000 people. So it's great. A few weeks ago Jeff Detmer was on the Mastermind call. He talked about how he sent out the listing on the deal of the week on Sunday 11:00 am by 5:00 pm he had a sale. We see the activity that's taking place on the webs increasing. It's encouraging so we are doing something cool. We are going to reduce the payment and we are going to reduce the pricing and we know that will drive as a whole community will drive the traffic to the site and we are excited to release it. So details are coming so stay tuned Mark.

Mark: I love it. I love it. I don't know if I mentioned it but Flight School for May is almost filled up. Did I mention it?

Tate: You didn't.

Mark: I didn't. Just go to TheLandGeek.com/training and schedule a call to learn more about Flight School. By the way, I know we were talking about our tip of the week. My tip of the week is there is this new book that's coming out. I don't know if anyone has heard about it yet. It's called! Dirt Rich: How One Ambitiously Lazy Geek Created Passive Income in Real Estate Without Renters, Renovations, and Rehabs. We are going to have a special launch pricing coming out very soon. It's going to be so low it's going to be embarrassingly low. We are going to be embarrassed if you don't order it.

You can get the first chapter right now for free. Just go to TheLandGeek.com/Dirt-Rich which actually opts you in for a bunch of bonuses as well for the book. We are going to have a coupon that's going to be ridiculous for the kit can go towards Investors Toolkit or Flight School if you go ahead and do that. So we are going to make it irresistible. That's how we move lands it's going to be how we move books. You guys like it?

Scott: Love it.

Erik: Love it.

Aaron: Love it.

Mark: Yeah, yeah. So I want to thank all the listeners and remind them the only way Bear Land Aaron is going to keep coming up and showing up to these Roundtable podcasts is if you do us three little favors. You've got to rate. First, you've got to subscribe, then you've got to rate, then you've got to review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we are going to send you for free the \$97

Passive Income Launch Kit and it really helps us as well so please do that.
Tate, are we good?

Tate: We are good.

Mark: All right Erik "The Hammer"?

Erik: We are good.

Mark: We are good? BearLand - Aaron?

Aaron: Roar man, we are good.

Mark: Six Sigma?

Scott: We are great Mark.

Mark: We are great. All right, I want to thank everybody and here we go,
one two, three ...

All: Let freedom ring.

Mark: That was atrocious.

[00:32:04] [indiscernible]

Mark: Talk about lag.

Scott: Look can we just have him lead him next time?

Tate: Or maybe not even join us.

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

Tate: Yeah.

Aaron: I'm out of it.

Scott: That was ridiculous.

Mark: Here our next poll should we even do it anymore?

Tate: Of course we are going to do it. We don't need to do a poll. I love it.

Mark: You love it?

Tate: Yeah it's great.

Mark: You know when Scott and I have a guest on it's so cringe-worthy.

Scott: Maybe we should stop doing it for our guests and just do it within the community.

Tate: And this is YouTube.

Mark: I know. We've got this neurosurgeon on who is raising like hundreds of millions of dollars for all this stuff and then we are like, "Let freedom ring," he's like, "What podcast did I just go on?"

Scott: Mark, I think we've got to kill it when we have general guests on and keep that within the community.

Mark: Alright what do you think? Tate?

Tate: Yeah that sounds good. I mean as long as we keep it. I just don't want to lose it. At this point, it's like part of our heritage, part of history.

Scott: It's like our motto man. I mean think about it. We've actually had people even in Bootcamp and in Flight School that's how we end the last one it's like it's us. It's our call to action.

Mark: It is our call to action yeah. What do you think Erik?

Erik: Yeah we just got to get better at it.

Mark: It's really hard on Zoom. I mean Bear Land Aaron you might as well have been five seconds off.

Aaron: Oh my God and on my end, it sounded like we were all at the same time. So oh man.

Mark: This is what happens when you live in the sticks, your internet is so laggy.

Aaron: I know. I think don't be turning the gear

Erik: Let's just have Aaron end the podcast every week...

Mark: Wait Erik what did you say?

Erik: I said let's just have Aaron end the podcast every week he can do it himself.

Mark: There you go. There you go.

Scott: He will probably put on a roar or something.

Aaron: Let freedom roar.

Scott: What was that? Like that's ridiculous. Look he's pausing that. That's how bad the internet is out there.

Mark: Yeah it's just frozen.

Scott: Look the video is freezing all over the place. See?

Erik: You can't move that fast Aaron

Aaron: Oh I'm sorry.

Mark: Oh my Gosh. Oh man. So Tate what's for lunch?

Tate: I don't know. There is a new place that just opened up the street from us. You would like it. It's like a Greek food place but it's like the Greek Chipotle. So you go in there you get a bowl and you line the outside of your bowl with the hummus of your choice and then they throw in ... You know it's delicious. So I'm kind of craving that place.

Mark: You know we had one of those places and they did not execute well.

Tate: Really?

Mark: They did not make it, yeah.

Tate: It's a little bit later it would be nice to go for a later lunch there because if you go during noon the line is an hour long. So this one is really, really good. I've only been there once but I like it this far.

Mark: You know what the new thing is that's super-hot is poke balls.

Tate: They have sushi burrito.

Mark: Well it's not a sushi burrito but it's simple. It's like you take a rice and a lettuce and like your proteins with like raw fish and then like sauces and crab or the Japanese cucumber. It's really good and filling and relatively for a sushi, it's like nine, ten, twelve bucks something like that.

Tate: Yeah. We have one of those places too. I love it. It's great.

Mark: Yeah. I mean in Tennessee do they even have sushi?

Erik: Yes we do. There are a lot more barbeque places but we do have sushi also.

Mark: I mean do you have to be church going to eat there like you got to pray before like, "I hope I don't get food poisoning. This is not going to be fresh."

Erik: No.

Mark: No, okay. Scott what about you in Tampa? Wait you're on mute.

Scott: Sorry. Did you say what I'm I eating in Tampa or do we have sushi in Tampa?

Mark: No I know you have sushi in Tampa it's a big city but like do you guys have those poke bowl places

Scott: I haven't really seen the poke bowl places.

Tate: You wouldn't pay attention to them anyways.

Scott: Yeah it's not on my radar. I don't know like it's not. That's not something I'm going to leap out at. But you know what Mark? It might be like migrating its way across the country from Hawaii over.

Mark: Yeah, yeah. See it's a thing. It's a thing, it's healthy. All right guys thanks so much for jumping on it's always great seeing your faces and it's nice to have a new nickname for Erik as well.

Erik: Oh no.

Mark: Erik is that thing going to stick?

Erik: I don't know.

Mark: Are we going to make like a graphic of the hammer?

Erik: No.

Scott: We had a nice story about how you hammered a coaching student though.

Mark: The brunettes loved it yeah.

Scott: Yeah.

Mark: They are like, "He's nice but he wants results." I love it. I love it. Alright, guys, I'm going to go eat. Thanks, guys.

Tate: Talk to you later.

Mark: See you later.

[End of Transcript]