



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, Aaron Williams – BearLandProperty.com and Jeannie Morem 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 Round Table podcast we are so happy to have Jeannie Morem back. Jeannie, how are you?

Jeannie: I'm doing great. Thanks for having me on again.

Mark: Yeah. You had a nasty flu going there for a while.

Jeannie: I went to go visit my county and I got a cold, along with the stomach issues but I'm all on the upswing so I'm all good.

Mark: All right great. We are glad to have you back. We've got the Big Poppa in the house. What's up Tate?

Tate: Hey everyone, happy to be on.

Mark: How is everything going with you?

Tate: Well life is good. I really don't have much to complain about, I'm feeling pretty blessed.

Mark: Awesome, the Bear Land. Bear Land - Aaron, how are you?

Aaron: I'm doing pretty good.

Mark: All right, good. Good and of course the always irascible Erik Peterson. Erik?

Erik: Hello.

Mark: Well hello Erik.

Erik: Happy to be here.

Mark: So glad to have you. The Zen Master breathe in the mailing breathe out the marketing Mike Zaino.

Mike: I always learn a new word on this, irascible. Is that what you called him?

Mark: Irascible yeah.

Mike: I've got to look that up now.

Mark: It's a thesaurus word. I might have fooled you to throw it out.

Mike: No, I love it. I'm doing great and I love the vocab'. Every time I always get a new word I love it, word of the day.

Mark: Word of the day and of course last but not least Six Sigma you know him, you love him. Scott Todd, ScottTodd.net, LandModo.com and most importantly if you're not automating your craigslist and your Facebook postings Posting Domination.com/TheLandGeek. Scott Todd, how are you?

Scott: Mark I'm great how are you?

Mark: I'm good. I'm good. Today's podcast is sponsored by the *Dirt Rich* book. Go ahead to TheLandGeek.com/DirtRich download the first chapter. Next week we are planning on launching. I think it's next week and I'm very excited about that. If you had asked support on pre-sales we will be emailing you next week you will get the book first at a very discounted price

which I'm not really ready to tell you yet but it will be irresistible. So Jeanie let's start with you for the Round Table. You brought up a really interesting subject. Would you mind explaining?

Jeannie: Sure. I'm on LinkedIn and I have individuals that reach out to me that are investors. So, for example, I had a development manager reach out to me and let me know he has an inventory of off-market deals in our area. So my question is for all you gentlemen that are experts in this area, do you ever reach out to these individuals and buy property from them and if you do is it profitable?

Mark: Tate Litchfield?

Tate: I've been approached by several people. I look over any deal ultimately it's going to come down to the margins there. I'm not opposed to buying from somebody as long there is still some meat on the bone. No, I haven't necessarily bought directly from one but as everybody knows I'm a big fan of wholesale.

Mark: Bear Land - Aaron, how about you?

Aaron: Wait, isn't that cheating? No, I'm just kidding. I haven't but like Tate I will look at anything anybody has got. I mean it's kind of like you get a guy or lady that maybe was a big tax sale buyer something like that may have a large inventory, maybe they were doing it as investments that sort of thing but now they are willing to sell so you can look at what they got. It's kind of the same deal it's just a different form of contact. I would look at what they have and see what. You definitely have to know your market and know your area pretty well so you can enter into a negotiation on a side of knowledge, but yeah I would look into it sure.

Mark: All right, all right. Erik Peterson?

Erik: Well, I think the first couple of answers are great so far. The only thing I might add to is if that property is already outside of counties you work in it's obviously going to take an investment of your time to kind of dig into those areas and kind of access the market and decide if that's an area that you can buy and sell in and then determine your pricing. So if you're willing to go through all that on any given deal there is no reason not to look at it. It just may require some due diligence on your end first if it is outside of your area.

Mark: Yeah. I love that answer, Erik. Let's just call that the newbie rabbit hole, right? Like it's a really great way to take you off on just a crazy

adventure that may not yield any results. Zen Master - Mike what are your thoughts? Oh you are on mute.

Mike: You hear me now?

Mark: There you go.

Mike: Sorry. I have bought from and sold to other investors and in terms of the margins Jeannie I always tell people when you are dealing in wholesale or buying from anyone you have to treat it just like an accepted offer. The process for the due diligence is just the same exactly. You obviously never take a word when somebody else this is what it's worth. People are always going to give you... I'm not saying this person is doing it that way on purpose but probably marketing like he's like, "Hey these are off-market deals for you," make it kind of irresistible in their doing, right? But you have to treat like an accepted offer. You have to still go through and when people buy from me I tell them, "Hey treat my wholesale deal as an accepted offer. Do your due diligence." Of course, I do mine but that's something to be aware of I think when you are dealing in that environment.

Mark: Yeah, yeah. Scott Todd how about you?

Scott: Yeah I look at multiple things but it's really got to be in a county I'm working in because like Erik said when start to go and like, "Hey I got a deal over here, I got a deal over here," the next thing you know you are spending all your time relearning the system and the process and the area and the market and it just becomes kind of a time suck and a rabbit hole. Do you really want to go down that path just for one deal? Now if they are to going to bring me like a bunch of them and it's an area that I'm interested in hey let's look at it but otherwise I'm famished but I'm going to have to pass.

Mark: Yeah. I mean Jeannie I can't tell you how many times I have looked at a portfolio of deals. These are what I call spreadsheet deals. So a billion dollar private equity group or hedge fund goes to the auction and they are buying up the tax liens on houses, right? Inevitably when they are buying in bulk like that they are going to buy some raw land that they don't want in their inventory and so it's just a spreadsheet to them. So they send you the spreadsheet and it could be 300 deals worth let's say 10 million dollars.

Jeannie: I agree.

Mark: I mean this real money, this is big money, it's a ton of due diligence and then you start digging in and you are like there is no meat on the bone.

It's more a deal where they are just not discounting it enough or the risk to reward isn't there or whatever reason it is it could be environmental issues you know all these things when you are talking about these huge portfolios it's not really our niche.

Not to say that if you had 100 million dollar land fund you wouldn't go after these deals and be happy making 30 percent, right? But for the people listening to the Round Table podcast we want to really focus on our bread and butter deals and not these sorts of unemotional sellers with portfolio or spreadsheet deals that like it's finding a needle in a haystack where you might find a 20 cents on the dollar. They are sophisticated. They are not giving away this land typically. Scott Todd, would you say that's been your experience?

Scott: Yeah I mean typically if you are going to after the tax lien investor that's got land well he's going to hold out for top dollar. He is not motivated to sell. He does not need to sell. A lot of these tax lien investors they have got big money and they just don't have that desire to sell it for 20, 30 cents on the dollar. They might sell it for 80 cents on the dollar but then you are not making the same margins so it's a completely different business model.

Mark: Yeah. I'd rather go let's say I've got Luna County in Mexico and I'm getting deal after deal after deal there. I would rather go after nonprofits in Luna County where I know I can sell this property all day long and do that as opposed to going after a big tax lien fund and sifting through literally hundreds of properties that may or may not have any meat on the bone. So that's something to consider there.

Jeannie: You know this is really valuable information because with all the experience you gentlemen have you are still not going after these big tax lien funds. You are doing what everybody else is doing, right?

Mark: Yeah, I know absolutely, absolutely. Yeah, go ahead Scott

Scott: I was just going to say, Jeannie you really make your money, you have heard this before, you make your money on the buy, you make your money on the buy, you make your money. Really to say it another way is you make your money by finding the deal. That's really where you make the money. It's not from going to a realtor and saying, "Bring me a deal." There is no money there because you haven't found it.

It's like Bear Land - Aaron he goes out and when he finds his own food out there on the plain and he gets a like big cow or a bear whatever the Bear Land family eats I don't know but whatever they are eating out there big

animals well it's free. Like it's free for him to go find and hunt that food that meat. Me I got to go to the grocery store because I'm civilized and I'm going to pay top dollar. So that's the kind of like the best example I can give, right? Mark really fast please mute Bear Land phone right now so he doesn't attack me.

Mark: Yeah of course. Bear Land you have any rebuttal? Maybe irascible Erik Peterson will come to your rescue.

Aaron: I see Scott's armed with the mini bat waiting for the response but Zaino appreciate will that. I think we call those kales out in the plain the one dollar skittle?

Mark: Yeah, the one dollar skittle.

Aaron: One dollar skittle so go to the grocery store Scott I will take my one dollar skittles and cook them up by the grill.

Scott: There you go, Jeannie.

Mark: Mike Zaino if you are listening to this podcast and you don't know what the one dollar skittle is how can you start learning these new terms?

Mike: Yeah well you got to come on the Nite Cap. This week it's going to be Thursday well actually it's going to be next week. So we will have Wednesday or Thursday night depending on the schedule. You know we like to give things a little bit of significance so people can remember them. So the one dollar skittle is one of them, I think we can all relate to that.

Mark: Scott Todd has got a bone to pick with you?

Mike: About what?

Scott: Yes I do.

Mike: Is it because he didn't swivel?

Aaron: Scott's got the bear going today.

Mike: Is it because he didn't swivel?

Scott: No, no, no that's not important to me Mike. You and Scott Bossman I have a problem with. Do we want to air that hear Mark or what?

Mike: Yeah, let's go ahead. Let's air it out. Let's air it on the Round Table.

Mike: Oh boy.

Scott: Mike here is what's happening man like your TV show, your Facebook live, your hour or whatever you want to call Nite Cap spelt wrong whatever you want to call it has impacted me and let me explain what I mean. You see like here I am I'm leaving Flight School last Thursday and remember Flight School is Eastern time 9 pm Eastern time and I went through the material and around like I don't know about 9:50, 9:55 I felt the engagement level just kind of dropped. So I'm like, "Where are my people going? Where is the energy? What happened? What's going on? Do you guys have any questions?" Everybody is like, "No, no questions nothing, nothing, nothing, nothing." Then it connected like they wanted to get off of Flight School so they can go play in the playgroup with the Nite Cap guys. I felt like you guys obstructed learning. So that's my bone.

Mark: Yeah. This is funny because this happens to me I'm talking to my kids about something important all over sudden a text message will jump up and then Tate will appreciate that "Dad, J. Cole is coming to town?" I'm like, "Wait a second we are talking about something meaningful."

Scott: Well I can't necessarily prove it. I do know Mike that they jumped off Flight school and raced over to your TV show and in fact, one of my students was a guest. I'm like, "What? No."

Mike: Would it help if we let you swivel?

Scott: No. We cannot stop or progress by getting off of Flight School so that we can go play with you. No more of that and I will be talking to them on Thursday too.

Mark: Yeah. Mike, I think that really segue to our next topic which is shiny object syndrome with counties. So we've got the quick-tempered Erik Peterson you don't ever want to go into one of Erik's county. It's ugly. I've seen him take me to the side at Bootcamp and point the finger at me. But let's just take Erik's county let's just take Luna County as an example. He is crushing in Luna I go there and all over a sudden we've got a problem, right? So the shiny object... Go ahead, Tate.

Tate: Oh no, no I was just scratching. Go ahead keep going.

Mike: So I'm in my county in New Mexico but then I see Erik is crushing in Luna and all over sudden I want to switch over into Luna and then I got to

deal with Erik and the finger. So how often does this affect you? Jeannie how often do you look at what other land sellers are doing and you want to hop off from your county into their county?

Jennie: It's really tempting. I look.

Mark: You look?

Jeannie: Uh-huh.

Mark: Then what you do?

Jeannie: Well I tested it out. I don't want to get in trouble with you guys that's all I've got to say. So I kind of stay in my own little territory and I like you guys. I don't want to make any waves and there is plenty of land out there, plenty.

Mark: All right, all right. Tate, how do you stay focused and not go on shiny object syndrome and not just jump on any county that Erik is working?

Tate: Yeah. I mean it's really hard not to want to copy what Erik is doing but ultimately Erik is running his business and I'm running mine and I need to focus in an area where my buyers have expressed interest. So moving to a new area where I don't have anyone lined up for the properties that I might be able to buy doesn't make a lot of sense for me. So I think it just comes down to that little bit focus and commitment to where you are at. If you are in a good area and you are having good sale and leads and you are doing everything right there is not a whole lot of reasons to be bouncing around all the time. So I'm just focused on where I'm making money and if Erik is making money somewhere else I'm happy for him but until my deals slows down or runs out I'm going to keep doing business there until there is nothing left.

Mark: Yeah, yeah. Bear Land - Aaron what are your thoughts?

Aaron: Well I definitely agree with Tate, but I think what's happening is that people are using the correct concept at the wrong time. They are seeing what people are doing you are seeing them buying and selling and then you get shiny object syndrome which probably is the right thing to look at when you're ready to consider another county. Like maybe the county you're in is gone, the sales have gone away. You've done everything you can, seasonal changes, that sort of thing.

But if you are actually ready for another county then you should be looking at all the land buyers are doing and seeing where things are hot and selling that sort of thing. But you just have to be careful that you're not doing that while you're actively working good counties. I have heard Scott say over and over that people make a living in one area of one county and that's it. So if you've got sales that are happening see about ramping them up rather than just jumping ship to another one. Because all you will ever do is be behind the ball. You will be following everybody else and by the time you catch up that probably won't be as hot as it was, you know? So I think the concept is right it's just while you have a decent county it's not the right time for that.

Mark: Sure, sure. Erik Peterson?

Erik: I agree completely. I think it's really easy if you are out there watching what others are doing and you see someone starts advertising a property and they turn around and sell it right away and you're like, "Wow, I don't have that same result. I'm going to go over there and try to do what that person is doing." But the reality is you don't have that buyer list that that seller might have. Maybe they have been working in that area for a while they have built that all up and they have got a whole kind of marketing machine and buyers' lists built around that that's really helping facilitate those sales and move them forward. So if you jump in there it's not to say that you can't get sales but it's certainly going to take a good long time to build that up to get the same kinds of results and then just like Aaron said is the timing going to be off by then.

Mark: I know. It's such a good answer and I was just editing my second book and I've got a story about my jealous rage about Scott Todd. So it's Valentine's Day and I actually I'm writing the story about Scott going and he's taking his wife to lunch in an airplane. They are flying to lunch.

Scot: I'm flying her, Mark.

Mark: You're flying her and I'm... [00:21:36] [indiscernible] So all over sudden this warm rush of inadequacy just goes over me and like this is just never going to happen for me, but the truth is he went through it. He trained, he put the time in and now he can fly a plane and I can just look at that and say, "Well, why can't that be me?" But he's already put in the work. I think that's what Erik is sort of alluding to is like you just don't know the work involved why they are able to sell quickly in that county. It may even be more complex an answer than it's just a hot county. Mike Zaino, how about you?

Mike: I don't think it's so much about the hot county. I think you hit in on the head or everybody did collectively. You look at someone make sale after sale they have cultivated that area with their buyer's list and engaging people in that area to the point where they can now quickly sell property one after another. I don't want to misrepresent the fact that in the beginning to look where everybody is and choose an initial area but when you get that initial area that's when you've got to dig your feet and dig your heels in and go through and build your buyers list and take that time to cultivate the area.

I mean we went into a new area a few months back not because of shiny object syndrome we just wanted to try a new area and it took honestly about two or three months and now the sales are coming very regularly but it took time to cultivate that area and build up a new buyers list and I don't think it's necessarily me. Yes some areas of the country might be hotter at certain times of the year not in terms of temperature but sales but I also really think it's a matter of the person working that area taking the time and effort digging their heels and building up their buyers list. So if you jump from here to there, to there it's going to be very difficult for you?

Mark: Yeah absolutely. Scott Todd, you want the last word on this?

Scott: Yeah. I just would say that I remember I went to an area and I thought, "Man this is going to be a great area." I went out I bought the property, I started marketing the property, I had some initial success in the area like I sold one or two properties and it seemed like it was very quickly. Then all over sudden like all my ads like nothing happened, like nothing. I'm like, "Oh my God this is a terrible area." I was really kind of on it and what was happening Mark is I was advertising these properties in August which we have said in the past August is a slow month, right? In fact, it was a very slow month. I sold zero in this one area and it freaked me out. I was ready to pack up and leave only to discover the hot season for this area is September to December, right?

Mark: Right.

Scott: Had I packed up and left I would have missed out on something. So now every September to December I show back to in this area and I'm like, "Hey I've got some land here." The rest of the year not so much.

Scott: Yeah absolutely. It's so true. You never know what someone else is doing. They may have a huge buyers list. They may be using Posting Domination and they are able to dominate on Craigslist in that market. You know who knows? It's one of those things you can't look at someone's

website or go on Land Modo like, "Oh looks like everybody is here this must be the county." You don't want to abandon the principle that Scott Todd teaches in Flight School, which is you want to go where all the people are doing deals that being said you want to have patience with your county as well and not be a flogger hopping, hopping, hopping county to county to county and not giving it enough time. Scott, would that be the best way of saying it?

Scott: Yeah, you got it.

Mark: All right so speaking of Flight School, we've got a new program called Top Gun and once you graduate from Flight School and you are a coaching client also it's included but Top Gun is really taking a module from each coach every single month and going very deep with it. This last module Scott Todd crushed it. Scott, what did you teach?

Scott: Basically the topic was how to crowd source your ad writing. So what we did was we went through ... I had been tweaking the system that I have been using to write some ads and I basically went through in a very short time this little change literally this program I kind of walked them through like how I've got up to a half a million people looking with the ability to write my ads for me. So I kind of showed how I was doing it and what I put into place. I mean Mark the feedback from everybody was fantastic.

Mark: Yeah. I'm so sick of people referring to you as a genius.

Scott: I am too actually. You know what? I take those and I give them to my wife and I'm like, "That person thinks I'm a genius." So keep the feedback coming it helps me at home too and boosts my ego. But that said I think what's cool about is that like you said it gave us the ability, this Top Gun has given us the ability to kind of take some specialized knowledge that we might have like this was something I had done I put it to place and we gave it to the coaching students and this month they got back and then next week actually well tomorrow when this comes out essentially what will happen is they are back on the call for Q&A and execution. So it's here is the concept, now go execute come back in two weeks and let's see if it works for you or not and then we move on. It's like my month was done and then we move on to another coach to teach something that they are doing, something that you can take action on right now and change your business and grow it and scale it.

Mark: Yeah. I mean Top Gun really is for three people. The first group of people that would be interested in it are people that just graduated from Flight school and may not be ready for one on one coaching. The second

group, are obviously the people in coaching they get Top Gun. Then the third group, are actually the people that graduated from coaching and just want that community, that continued education that accountability and that deeper sort of knowledge that they are not going to be getting anymore because they are out of coaching. So Mike Zaino how can people learn more about Top Gun?

Mike: Reach out to Scott Bossman or myself and we will be more than happy to talk to them about it. That I think it's an exciting program. I think the fact that you get to learn it from all different coaches is incredible. I would like to say that that several times on the Nite Cap I have called Scott Todd a genius and I called him Alex Trebek so I don't why he hates it so much.

Scott: No, no I don't hate it. No, no I don't hate it.

Tate: He hates it. Mark hates it.

Mark: I think it's starting to grate on Tate as well.

Scott: Keep it coming. Keep it coming.

Mark: If it weren't for the Vegas nights like Tate would be like enraged.

Tate: Yeah, that's obvious now.

Mike: But Tate was [00:29:13] [indiscernible]. Tate was incredible on the Nite Cap the other night. I don't know.

Mark: Even Wes Schaeffer was giving him a hand up.

Mike: Yeah, right there on the live comments. I mean Tate you want to talk about your experience. There is an agreement I can't go off topic here. I'm sorry Mark. We are talking about Top Gun and here I am going off topic.

Mark: That's right. If you want to talk to Mike or Scott Bossman just go to TheLandGeek.com/training schedule a call and if you just got the Tool Kit you are not ready for Top Gun you want to learn about Flight School. If you just graduated from Flight School schedule a call, if you just graduated from coaching schedule a call and if you are in coaching participate, enjoy it and do that. So I thought this was a great Round Table. Jeannie Morem, how was it for you?

Jeannie: You know what? I always enjoy these Round Tables. I think it's a lot of fun for me to sit around and talk with you guys because you guys are approachable. When I first stayed and I was in Boot Camp I kind of looked at you guys at a distance going, "Oh these guys are amazing." So it's really a privilege to be on here.

Mark: That's great. It's great. You know you can even see as intimidating as Erik Peterson is at Bootcamp he's really easy to deal with on the Mastermind call right Erik?

Erik: Yeah, I sure I am. You just love to paint me as this big mean guy.

Mark: He is the nicest guy that you are ever going to meet and it makes me that uncomfortable that I had to keep ripping on him. So that just says you tells you how nice he is especially if you are going to come to Boot Camp. I think we are good. Is there any other issue or topics? Bear Land Aaron anything on your mind? Wait you are on mute Bear Land?

Aaron: Mike got away from Scott again I think like the Flight School thing. I think he just got out but he did reel himself back so I think he's learning.

Mark: Yeah. We only got have of that because you are in a rural area Bear Land.

Aaron: Oh never mind.

Scott: What did I do? I pulled myself back.

Aaron: No. I was saying Zaino was trying to pull the subject away from Scott right there at the end of our discussion but he caught himself and he pulled himself back. I think he is learning Scott.

Scott: Yeah. See Mark this is I'll go to the grocery store and have good internet connection so that I don't get the dollar skittle and no one can understand what the heck I'm even saying.

Mark: Exactly, exactly. I want to thank all the listeners. Thank you so much for your support and please support us even farther. It really means a lot if you just do three little things. It's really easy to do: subscribe, rate and review the podcast. Send us a screenshot of that review to Support @TheLandGeek.com we are going to send you for free the *Passive Income Launch Kit* which is normally \$97 and pretty soon I can't wait to offer up the *Dirt Rich* book as well. I still got to talk to Danielle about that before we do that. But pretty soon that could be something we can do which I'm excited

about. Anyway, I want to thank everybody and are we doing this Scott Todd?

Scott: Yeah we are doing it, Mark.

Mark: We are doing it. All right one two three ...

All: Let Freedom ring.

Laura: That was messy.

Scott: Look at that. Bear Land didn't do it with his crappy internet connection and it worked.

Mark: It worked.

Tate: Did I hear Laura in the background saying that was messy?

Mike: Yes.

Laura: Yeah sorry.

Mark: Laura that was like the tabernacle choir for us without Bear Land.

Tate: That was amazing.

Mark: That was about as in sync as we are ever going to get.

Scott: I think the problem has been [00:33:36] [indiscernible] Mark.

Mark: Yeah, it's all about that bandwidth.

Mike: I wish we could do it to Erik's guitar.

Laura: Oh my gosh.

Mark: Erik when are you going to play the guitar on the podcast?

Erik: It's not going to happen. Right after Mike plays his keyboard.

Mark: All right. We've got to go round and look who's got the hidden talent. Jeannie, what's your hidden talent?

Jeannie: I'm an actor. I love to act.

Mark: Love to act, alright. Scott Todd besides being a pilot any other hidden talents?

Scott: I don't think I have any more hidden talents. I don't know. Hey, I've been skateboarding of late. Like not doing anything but skateboarding is a crime, man.

Mark: It's a crime, Thrasher.

Scott: Thrasher what do you mean?

Mark: That's right. For those of you that want to donate your Thrasher subscription to Scott, he will gladly accept it.

Tate: And read it cover to cover every month.

Mark: And read it cover to cover. Tate, what's your hidden talent?

Tate: I like riding bikes?

Mark: For sure?

Tate: Yeah.

Mark: You are a cyclist though. You don't ride a bike. I ride a bike you cycle.

Tate: Yeah that's true. You ride an e-bike too.

Mark: So I think you don't have an ounce of respect for me. It's like a normal bike rider.

Tate: You just ride an e-bike down here.

Mike: Yeah. It's so funny because when I see the cyclist type they won't even look at me. They just kind of shake their head condescendingly like, "What is that?"

Tate: It's a scooter is what it is.

Mark: Incredible. Bear Land - Aaron what's your hidden talent?

Aaron: I play bass guitar and not currently but a few years ago I was ranked in top ten in our state in motorcycle racing.

Jeannie: Wow.

Mark: Wow. You just dropped the mic on us.

Aaron: Quite a few years ago.

Mark: Wow, holy cow.

Scott: You dropped the bomb on us man.

Mark: Yeah. I will say it I'm not afraid that's pretty sexy, Bear Land - Aaron. Does Bear Land missis like that?

Aaron: Yeah, she likes the bike. She's got her own actually.

Mark: Whoa. Now we are learning a lot. Laura Zaino, what's your hidden talent?

Laura: My hidden talent, huh? I'm not so sure I have one. I think I'm pretty well rounded all talents.

Mike: How come I hear a song the beginning of Marcus like, "Girls, girls, girls," when I think of Bear Land - Aaron now, vroom.

Laura: Oh stop now.

Mark: My hidden talent is I know magic.

Mike: We've seen that live. That's actually true. That's actually true.

Laura: Oh yeah we did, didn't we?

Mike: I can make a Cuban sandwich disappear in five minutes flat.

Mark: Exactly, the Colombia baby, the Colombian. All right speaking of I got to go hit lunch actually. So I'll do something fairly healthy today.

Mike: Raw kibbeh?

Mark: Yeah no raw kibbeh, I can't even find that here. Jeannie, do you know what raw kibbeh is?

Jeanie: No, but I have new coffee shop for you.

Mark: What is it?

Jeannie: I've been really excited to tell you. It's right across the street from the Mabry it's called The Sip.

Mark: I have been there good breakfast burrito.

Jeannie: Isn't it amazing?

Mike: Really good, really good yeah and good internet too.

Jeannie: Yeah. They just opened like a week ago.

Aaron: Thanks.

Mark: Yeah. Bear Land Aaron what are you saying?

Aaron: Thanks. Was that a slam on the internet?

Mike: All we got was the word 'anks because you couldn't get the T-H at the beginning.

Mark: Honestly like on this Round Table it's not about you Aaron.

Scott: You see how me coming out at him first he's on the ropes. He's being out of sync this whole time man. That's the way you've got to take Bear Land is you've got like punch first and he is not expecting it and the whole time he's thrown off his game, Mark.

Mark: Yeah. But you know what? Now that I know about his motorbike thing he's like one of those characters in Sons of Anarchy I'm not messing with him.

Laura: Oh my gosh.

Mark: Yeah no way. Don't mess with the Bear Land. You're going to have like a cut at Bootcamp because he's coming. It's crazy. All right well thanks everybody and see everyone next week.

[End of Transcript]