



# THE LANDGEEK

**The Art of Passive Income Podcast**  
With Mark Podolsky and Scott Todd

**Today's Guest:** [Ali Boone](#)

## **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 I'm really excited for today's guest. But before we talk to our guest, I would be remiss if I didn't properly introduce my co-host—you know him, you love him—Scott Todd from [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com).

**Ali:** Uuuuh.

**Mark:** Yeah. See, we even got together like a cheering section and most importantly, if you are 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 good, I'm good. Are you ready to get some hipster real estate advice?

**Scott:** I'm ready. Let's go.

**Ali:** He seems hesitant. Oh, oh.

**Scott:** Of course I'm hesitant.

**Ali:** As you should you be.

**Scott:** Why wouldn't I be?

**Mark:** As he should be.

**Ali:** Yes, you should be. The name is hipster for God's sake.

**Mark:** Our guest is Ali Boone and if you have ever been on Bigger Pockets she is everywhere. It might as well be bigger Boone

**Ali:** I will pitch that to them and I see what they say.

**Mark:** Yeah. I mean I'm sure the Joshes wouldn't mind that at all, Josh and Brandon

**Ali:** Oh yeah, definitely.

**Mark:** But she owns [HipsterInvestment.com](http://HipsterInvestment.com) and what is Hipster Investments? They are a matchmaker. They connect you, the investor to companies who work on some of the coolest hands-off investing opportunities they know about. Currently, they are working with turnkey rental properties. All the work rehab, tenants, and management, are all done for you. All you have to do is buy the property, don't worry we will help you through the due diligence. Ali Boone, welcome to the podcast, how are you?

**Ali:** Thanks for having me. Can you be my new hipster salesperson? That was a great intro.

**Mark:** Yeah, I will send my resume after the podcast.

**Ali:** I will have the crews look over.

**Mark:** Yeah, yeah, of course, I'm good that way, So Ali let's just skip the pleasantries, okay?

**Ali:** Yeah.

**Mark:** Let's rewind the tape and how did you start dominating Bigger Pockets and become the hipster investor that you are today?

**Ali:** That's a long question. You know honestly the short version it was completely by accident. The quick summary of my background, I used to be an engineer. I was in the aerospace industry and I decided to start investing kind on my own and through exploration. Actually, secretly I was trying to find a way out of corporate but in the midst of that, I started investigating in real estate. I started doing some investing on the side and I found this turnkey model, I had never heard of it, then everybody suddenly started wondering what I was doing. I wasn't swinging hammers.

I wasn't doing all this complicated stuff that typically comes with real estate and so I just kind of started telling them and then they were like, "Hey, I want that." Like my mom's friend bought one, my cousin bought one and I was sending so many people the turnkey route I was finally approached at one point and said, "If you get your real estate license, you can actually work the side." I was like, "Well, I guess am kind of doing it anyway. This will be a fun side a fun side gig to my engineering job and it picked up so much."

I started a blog a long time ago. I don't even know if we got like more than one blog out but then Bigger Pockets found me when they were a lot smaller. I started writing for them and everything spiraled out of control in a good way and here I am. So, kind of my position what I like to tell people because real estate can be really intimidating I just tell you what I like, who I buy through. I'm actually the worst salesperson on the planet so really I just share experiences. I think people find a little bit of comfort in that it's not your typical real estate experience. So, I just tell you what I know. I make no claims one way or another and go from there.

**Mark:** Scott Todd, what are your thoughts?

**Scott:** I have many, Mark, many. So, turnkey, you are buying these properties, you are rehabbing them, you are doing everything, you are putting a tenant in there and then I'm buying it from you?

**Ali:** Almost. I'm actually not the turnkey provider directly. I connect you with the guys who do exactly what you say. So, I work with the crews who vet those guys because there are turnkey providers and there is a lot of markets, there is a lot of turnkey providers, some are good some are bad. So, we really guide them try and sieve through everybody and then connect you with the ones we seem to like.

**Scott:** Is this like a Jason Hartman mode like Platinum Investment? Is that what Jason does?

**Ali:** Jason Hartman?

**Mark:** Yeah, Jason Hartman.

**Ali:** I don't know what they do but I think it's somewhere.

**Mark:** I'm going to Vox Jason. I will be like, "Tell me about Ali Boone and Hipster Investment."

**Ali:** He is probably going to be like, "Who is that?"

**Mark:** No, no, he will know. Everyone knows you, Ali. Go ahead, Scott.

**Scott:** So, I go and I buy this, you connect me with somebody that's done all that work.

**Ali:** Yeah.

**Scott:** What cap a yield am I making, like what are we talking about?

**Ali:** It kind of depends on where you are buying in. So, at any one given time we are working on several different markets and actually now are working on turnkey providers on a secondary model which is where you fund the distressed property and rehab upfront. And so you are kind of combining the first strategy to BRRR—I don't know how many Rs are in that strategy—with turnkey.

So, you are getting the same financial benefits but someone else is doing the work for you. And so on those, you are actually making significantly higher returns because you are able to force appreciation on the top. Standard turnkeys right now you are looking between seven and nine percent on average, occasionally at ten percent cap rate and that's just cap rate so that's with our financing that's not your cash on cash. It's not like it was a few years ago I will admit that, but there is still returns out there.

**Mark:** Okay and so whom is this really best for? Who are your people, Ali?

**Ali:** Who are my people? Well, part of my job I have kind of deemed myself like an emotional support animal. I have in all this, I try to work with everybody, but what I found is that because I am this smiley, gentle face compared to a lot, I kind of support you on the emotional side. So, I attract the newer investors. It's the people who may be either don't have the time or the skill or whatever to do all that hammer swinging. Maybe they wanted to get a real estate and do something smart with their money but they don't

have time or they are too nervous and that's kind of where I fill the gap. Because you don't have to do much more than your own due diligence and managing the manager, so to speak on this and I can be there for you on the emotional side if you are a little nervous or whatever. So, I definitely attract the newer investors for sure. Once they can get out of it, they kind of leave me behind and wave bye as they build their portfolio.

**Mark:** So, you are like Property Brothers meets Dr. Phil?

**Ali:** Totally and with long hair, yeah.

**Mark:** With long hair?

**Ali:** Yeah, I'm not as pretty as the Property Brothers but I've got the long hair part.

**Mark:** All right, what are some of the worst advice you see or hear given in turn-key investing?

**Ali:** Given in turnkey? Well, the worst advice related to turnkey investing is not do it. Everybody, it seems like everyone insists on buying locally or wants to swing the hammers or they are like, "Oh my god, turnkeys are bad," and I will be the first person to tell somebody if I think they should not buy a turnkey because I don't think they are for everybody. If you have the skill to do otherwise, if you are in a market you can buy yourself, I don't think should buy turnkey at all. So, the worst of advice I hear is not by turnkey because it's really situation by situation and whatever.

And then I don't know if this is bad advice. But the other misnomer or misconception is that you can be a 100% hands-off and you should not be 100% hands-off. All the hard work is getting done for you but you should at least keep your brain involved and like I said manage the manager so to speak and make sure things are running. Because people are going to be like, "Oh, I'm hands-off. I don't want to deal with any problems." Well, it's rental properties be available to handle problems, or fire a manager, hire a new one or whatever. So, I would go with that one.

**Mark:** Interesting, Scott Todd?

**Ali:** I see the wheels turning.

**Scott:** I'm still stuck on the return. I will admit it I'm like a yield snob maybe, right? Like duke.

**Ali:** Yeah.

**Mark:** Yeah but Scott, it's not for you because you and I... This is for us because you are just so high. This is for the person who is sitting in the cubicle at Proctor and Gamble dreaming of being the person on Property Brothers, swinging the hammer, getting a house, building long-term wealth and they are not going to be able to do it or the plastic surgeon whose time is so valuable. They are not going off to build a crew and this is a way for them to get involved in ultimately what's a great real estate play. So, it's not for us.

**Ali:** Yeah.

**Scott:** But it would be good for you though, Mark, right? It would be good for you though if you want to invest in like a house or something because you don't want to swing a hammer.

**Mark:** No, but the yield is too low for me.

**Scott:** Because we are snobs, man. We are snobs

**Mark:** No, no. But it's because we are in this world. Imagine if we weren't in this world? See, this is where Ali is going to add value is she is bringing people...

**Scott:** One of the things that I do find interesting about this piece is the fact, Mark, that the monthly income, the net does not end until you sell the property. Once you have that cash flow rolling, you own the house. Essentially, you are right; you are building on some wealth and so the cash on cash today and that number might be low. But when you look at the overall I guess with the depreciation and the fact that you have got tenants paying down the debt, then there is really more seven to ten percent, right? That's kind of where I was going with is that it's not really the seven to ten.

**Mark:** Let's go through the four quadrants right? So Ali, what are the four quadrants that people love in real estate? Why we invest in real estate?

**Ali:** Cash flow, are we talking about cash flow quadrant?

**Scott:** Yeah well, Cash flow, appreciation...

**Mark:** Appreciation.

**Scott:** It's depreciation.

**Mark:** Depreciation.

**Scott:** And tax.

**Mark:** And tax, right? So, you are getting in those four quadrants without taking the huge amount of risk and time, and capital to do it on your own right?

**Ali:** Well, if I can put in something, I would say that turnkeys are excellent ideas for three categories of people: Number one, kind of like you guys mentioned, the people who are never going to be in this industry, who are not in this world, and they just want to put their money somewhere other than the zero percent interest bank account. So, that's number one because if you are in this world you don't need turnkeys at all.

Number two, if you are in the world, and let's say you are flipping or you are BRRRing or BRRRing or whatever you are doing; if you are doing things by yourself, you can't scale as fast because it's taking your time or whatever. So, like I have told people if you are flipping or BRRRing over here, you can fill some time gaps over here with turnkey if you want just because then your money sitting around doesn't make it zero percent while it waits on you to finish this deal. So, you can make it a temporary thing and do whatever but it can fill some gaps if you don't have a place for your money because of the time or...

The third group is the brand new people—maybe they are planning to get in real estate maybe they are planning to flip, planning to whatever, turnkeys are really good at teaching you the basic fundamentals, due diligence, numbers, and market analysis all that. Because they are turnkey providers and markets I wouldn't touch at all.

So, because of all the hard stuff getting done for you, it leaves you all the time to learn all the basics and I think anybody flipping, BRRRing, more advanced stuff you've got to learn those fundamentals because the people who go just flying off into are flipping and BRRRing yeah some people are going to be able to do it but there is a good chance that you are missing a fundamental education because you are so busy with rehabbing and the advanced concepts.

So, new people who have never been in real estate, real estate people who need to fill the gaps while they are busy with their other stuff or brand new people planning to get in real estate who just want to win the fundamentals.

Buy one turnkey into turnkey maybe two, learn what you need, to do and then go advance yourself off.

**Scott:** Hey, Mark, just for those who don't know the BRRRing that Ali is referring to its BRRR and it's Buy, Renovate, Rent and then Refinance.

**Mark:** Refinance.

**Ali:** And then if you want to have the last 'R' repeat.

**Scott:** Yeah, if you want to add another R. So basically, it's a model that they talk about on Bigger Pockets by the way.

**Ali:** Yeah.

**Mark:** I have never heard of it but I'm sure it's a site out there.

**Ali:** I wish someone would come up with a better acronym, name for it, because BRRR people are like, "What are you saying?" I'm like, "RRRR." We need a new acronym if I had a vote.

**Mark:** Until we get on the Bigger Pockets Podcast, Scott, we're not going to even mention it as a site.

**Ali:** Yeah, they won't let me in.

**Mark:** I'm not sore about it at all.

**Ali:** You are not allowed on it either?

**Mark:** Yeah, I know. You know I think it's interesting coming from an engineering background. And knowing what you know today, is there anything you would have done differently when you first started out in real estate investing?

**Ali:** The major mistake that I made was one of my... I say this is as my one of my absolute best traits but it's also one of my worst is I'm super gullible actually. So, when I found a property manager like I feel like property management, it's all on the property management side. There is like a life cycle to the property manager. They are great for some amount of while and then all of a sudden they just are a disaster. When the disasters are started I will say, "Hey, I haven't heard from you in a while. I am having such a time getting hold of you." I already know something is up and I'm gullible.



So when they say, "Oh, you know I've just been busy. So sorry, things will get better and I'm like, "Okay," and they never do.

So, I've in the past let bad property management go for too long and that can get very costly. The tenant quality can get bad, the evictions just... I went on Zillow one time I was bored and I was looking at values of my properties that I had bought. And one said it was for rent and I was like, "My property is for rent? That's weird." The tenants have been out of it for like three or four months, I had no idea. So, I would. That's why I try and work with people. It's not hands off. You've got to keep an eyeball on everything. You should never property management for long periods of time. So that would be I don't really want to call it a mistake it's pretty gentle as far as mistakes go but just I could have afforded to give it a little more due diligence probably.

**Mark:** How long is the cycle for your typical property management company before they start to lose interest?

**Ali:** Well, I've got great ones now. They seemed they might last a little longer. I think the really good one that fell off I think it was maybe about three years. It kind of depends on how they're structured because if they're newer property managers and the biggest problem I've seen is when their company grows huge it's like any company if you grow too big too fast it can oftentimes be the downfall. Same with property managers is they get so many properties and then they think they can automate everything which they can but then automation isn't a human either. So, it's usually kind of growth problems that or they just start hating their job which quite frankly I wouldn't blame them. I don't want to do maintenance because I'm gullible so I would not make a good landlord at all.

**Mark:** Yeah, yeah. That's interesting. You know I don't know if you know about our model but we have no rehabs, no renovations, no renters, no rodents, because we buy a piece of raw land. We owner finance it and then we have like this cash flow coming in without any of the headaches of typical real estate.

**Ali:** That's amazing.

**Mark:** So, it's great but I do think it's important for our audience to recognize there are other models. And as J. Matthew likes to point out from time to time, we don't get depreciation in raw land. That being said nevertheless, you can invest in a self-directed IRA or a QRP and get your appreciation tax-deferred tax-free through those vehicles. Scott Todd, any other thoughts before we get the tips of the week?

**Ali:** Are you still pondering yields? I still see the wheels.

**Scott:** No, no, look I do like... Look, I see these houses and I've never really gone down the avenue of exploring this path but I've seen houses that they may not be the best house but I think they're kind of like that middle income maybe if it was like an apartment building it might be a C class, right? But I see these houses like in Columbus Ohio, Cincinnati Ohio, something like that like Middle America and it's rented out it's earning 10, 12 percent annual cash on cash including the management and you know you can buy one of these things for like \$50,000 \$60,000 and that could easily be like a retirement cash play or something, boom. Then you've got this income coming in for forever right. So I don't necessarily think it's a bad thing. I hear seven percent and I cringe. I'm like, "Man, isn't bitcoin or the stock market better than seven percent?" But you're not getting that forever cash either.

**Ali:** Yeah, yeah. There's a lot of people who advertise they'll put like the 10-year projection of three percent a year in appreciation which I would never do one of those because in my opinion it's just misleading in case it never happens. But to the point of it, the tax benefits are huge on residential single families or even residential multis. So, the tax stream with depreciation all that is huge, but then you've got your equity billed.

When I bought all on my turnkeys in Atlanta when it was about to boom, they've all over doubled in value. Like that's not going to happen today if you buy. But the appreciation it's real. But like you said it's a long-term play that's why the bulb plus turnkey model that we've been working with has been so popular because it kind of puts a little more bang in her buck right off the top versus just being the long-term play. So, it's like a little extra bonus at the beginning but yeah it's definitely more long-term like short term it's not going to do a ton for you if you're at least not for a few years into the mortgage.

**Scott:** Yeah.

**Ali:** But it's better than bank accounts of .001 percent.

**Scott:** Agreed, agreed. There's just so many avenues you can do with real estate market it's amazing how you can you like... There's so many different models, there are so many different ways but you know what, Mark? You never ever, ever get to experience that unless you take some sort of action, right?

**Mark:** No, it's true. I was wondering, Ali, do you ever think like is crowd funding going to replace turnkey at some point?

**Ali:** I don't think that will replace it.

**Mark:** I'm I thinking about it wrong?

**Ali:** No, it's a valid. I wouldn't think so because just owning your own property, real property—it's just got benefits that you're not going to get elsewhere and at the end of the day owning real property beats inflation. Inflation is actually your friend if you own a real property. I don't think it's going to go away. I was actually asking all my crews if turnkeys were going to go away with where prices are right now because in 2009, 2010, '11, '12. I mean turnkeys were just flying off the shelves. My very first turnkey property was this really cute amazing freshly rehabbed two-storey house in Atlanta \$55,000 that rents for a thousand a month like absurd. So when people ask me now, "What return did you get?" I'm like, "No, I'm not telling you because that would be a tease because you're not going to get it now."

So, I was wondering like I'm in the turnkey business now what's going to happen to my business when prices are sky high? The reality is there just always going to be available. To some degree, it's very different today than it was in 2011 but I don't think real property options are ever going to be able to go away. It's too solid of a currency especially when times get a little shaky real estate is always going to be there or it can't go anywhere. We'd all be living in like tree houses and then they would still be real estate because we'd just be investing in them. I mean we have to live somewhere so...

**Mark:** Yeah. Absolutely, absolutely.

**Ali:** I would live in a tree house.

**Mark:** I mean I love that show like tree house builders you know that guys comes out and they are amazing.

**Ali:** Oh, those tree houses are bigger than my entire apartment. It's absurd. They have more amenities than I do.

**Mark:** Yeah, you know what? I think we have a new business tree house turnkey.

**Ali:** I'm down.

**Mark:** I mean you could rent that thing 750 a month.

**Ali:** I mean we'd have somebody Airbnb models it would be great.

**Mark:** Oh, yeah. Scott, that's another model we didn't talk about the Airbnb rental. We don't have time. Scott, I can't hear you. I lost your audio.

**Scott:** Wait, I said...

**Mark:** There you go.

**Scott:** I said we need to end this call right now and start taking action, Mark.

**Mark:** I know. You know, Ali, you're laughing. Scott will wire funds like by the end of the call.

**Ali:** Oh, that would be great. I'm totally in.

**Mark:** He's not afraid so. All right, we are now at that point in the podcast, Ali; we want to put you on the spot. Your mentorship has been great, but we want one more piece of advice: a tip a book, something actionable where the Art of Passive Income listeners can go right now—improve their businesses, improve their lives. What have you got?

**Ali:** Okay. So, people probably heard me say this but this is my number one go to over technical advice, over book advice over anything. At the end of the day my number one piece of advice is, do not take advice from people you would not trade shoes with. And if you turn that around, take advice from the people who are doing what you want to be doing or who are living that lifestyle that you want to live. Kind of like we talked about there's a million different things you can do in real estate all of them involve different levels of work, different levels of risk, different return levels. I mean the whole spectrum is covered.

So, to help figure out what you want to do and then what you're good at find people who... I mean if you want to work on your properties or whatever, go find those people. If you want to be like me and be a total beach bum and not do anything possible, go take advice from me or somebody else like me. Because there are so many people trying to pitch things and sell things and convince you that you shouldn't do turnkey or that you should do turnkey. You'll never hear me say you should do turnkey because I don't think everybody should.

So, find the people who resonate with you the most and who are actually doing what you want to accomplish because a lot of people will try and sell it to you but they're also working behind the 9 to 5 desk. So, it's like do you really want to take advice from that person who's not doing anything related to what you're trying to accomplish? If you combine that in the rest of your journey, research, educate, talk to people or whatever I think that's what has absolutely taken me exactly where I want is I've found that people who are doing exactly what I wanted to do and I took their advice.

**Mark:** Great, great advice. Scott Todd, what's your tip of the week? That's a really tough one to follow.

**Scott:** First of all, first of all, I'm with you. I just want to be a bum in a good way. I don't want to be a hobo on the street. I want to be like you know enjoying life, working when I want to, you just squeaking out the day, but Mark here's my tip. Check out this website it's [Hushed.com](https://hushed.com). S-U, I'm sorry H-U-S-H-E-D.com, Hushed.com. Basically, it's an app and it's also a service that you can get for your phone. Believe it or not they have it for Apple and Android. I'm surprised people even you know buy Androids but...

**Mark:** People still Androids. Look at that

**Ali:** Hey whoa, whoa. I have an Android. I haven't.

**Scott:** You're breaking up; can't hear you.

**Ali:** [Indiscernible] [00:25:41].

**Scott:** You're breaking up; we can't hear you.

**Mark:** How did Ali get on this podcast again?

**Scott:** She wasn't vetted clearly. That's a new question, what kind of phone do you use, Mark?

**Mark:** Right, right. That's a vetting question.

**Scott:** So, check this out. You can use this app. It gives your phone a secondary phone number. So look, I know a lot of people like when they're starting out their business or whatever they'll maybe use Google Voice and Google Voice is a free service. Yeah, Google Voice is a free service but you know what? It's kind of weird. It's kind of weird the way it works, they have this other app and this is another app I know but essentially this gives you custom voicemail for every phone number. You've got multiple phone

numbers not just one Google Voice and it's not bad if you just sign up and you need it's like five bucks a month. Not bad.

**Mark:** That's not bad. That's a great tip, second phone number.

**Ali:** Maybe you can filter out the clicks.

**Scott:** Yeah.

**Mark:** Yeah, exactly which Ali this might be perfect for you.

**Ali:** Oh, you can't find my phone number anywhere. I've had people all the time tell me like, "How do you run a business when you don't have a phone number. I'm like, "Very easily." That's one email.

**Scott:** That's kind of a Hipster thing to do don't you think, Mark?

**Ali:** Right? Yeah. Actually, we do. Hipster does have a phone number now but secretly I'll tell you if you call it it's going to go to voicemail and say, "Leave us your e-mail and we will touch your email because we're too busy having fun."

**Scott:** There you go.

**Mark:** Perfect.

**Ali:** That was our Hipster secret but...

**Mark:** Yeah, yeah my tip of the week is going to be learn more about Ali Bonne at [HipsterInvestments.com](http://HipsterInvestments.com). We will have a link to it, [HipsterInvestments.com](http://HipsterInvestments.com) and I think it's tremendously valuable service that everyone should look into unless you're like Scott and I and you are a total yields snob. But if you're not, this is phenomenal and the day will come again when the yield will go up. I mean we always know the economy is going to cycle and so absolutely. I mean it's great to learn that and you know hipster investments. You know it's so funny like I was watching a comedy show and the woman was like, "Hipster or homeless?" Like she would play this fun game in San Francisco.

**Ali:** I like that?

**Mark:** You like that?

**Ali:** Yeah.

**Mark:** Yeah. So, that's kind of cool. But I do want to remind all listeners today's podcast is sponsored by the most incredible software solution I know of called [GeekPay.io](https://GeekPay.io). It is the only set it and forget it solution. You are a landlord and you've got to collect money on an automated basis from your renters, use GeekPay.io. One time set it and forget it. Your borrowers can call you up and say, "Hey, what's my current balance?" No, they can go online and see what their balance is. They can make a prepayment, ACH. If their ACH fails, it charges the credit card on file. It's really, really hard not to get your money using [GeekPay.io](https://GeekPay.io).

I also want to thank the listeners and the only way, the only way, we're going to get the quality of guests like an Ali Boone from [HipsterInvestment.com](https://HipsterInvestment.com), you've got to do us three little favors. You've got to subscribe, you've got to rate and you've got to review the podcast. Send us a screenshot of that review to [Support@TheLandGeek.com](mailto:Support@TheLandGeek.com) we are going to send you for free our \$97 *Passive Income Launch Kit* for free.

**Ali:** Oooh, fancy.

**Mark:** There you go. So, please do that and are we good? Ali Boone, are we good?

**Ali:** We are good. Oh and reach out to us because we're super friendly and we love talking to people and we don't charge you anything so why not?

**Mark:** No. For me, this might be a free therapy session actually. I'm just going to call afterward.

**Ali:** Oh, like I said I'm basically an emotional support animal so therapy whatever you need; it's what I'm here for.

**Mark:** Yeah. I will be like, "Hey, I'm working with this guy Scott Todd. I just feel like he wants to be on the boat all the time."

**Ali:** Couples therapy—we do that too.

**Mark:** Wait, Scott, I can't hear you. I don't have your audio.

**Scott:** I don't know why this thing keeps hanging up. Mark, one thing: she's a great support person but you can't find her phone number.

**Ali:** Oh, shoot.

**Mark:** Those Android people are slick.

**Scott:** They are slick aren't they?

**Ali:** You guys don't have my phone number? I'm so unrequited I don't know... I will say, "How does someone get me on my Android?" I don't know.

**Scott:** Yeah, yeah. You got to send up a smoke signal first I think.

**Mark:** Right. It's like those old [00:30:27] [Indiscernible].

**Scott:** Mark, okay wait, wait. Mark, you know that thing like that dialing thing, right?

**Mark:** Yeah my grandparents had one of those.

**Scott:** Ali, you know what we are talking about, the phone?

**Ali:** Yeah.

**Mark:** Easy, it was like rotary dial?

**Ali:** Yeah.

**Scott:** Mark, I hated getting to the last number and then messing up.

**Ali:** Oh, that was the worst.

**Scott:** You would to like hang up and do it all over again and then the best line was, "I have a long distance call. This is a long distance call. Shut up it's a long distance call." Remember those? Like the long distance calls were big deals.

**Mark:** Oh my gosh. Long distance calls were crazy. It was unbelievable. Like I remember my grandparents would call and you could set a timer for two minutes. They were getting through that thing so fast. "Hope you're all well. Love you. Bye." You are like, "What just happened to grandma and grandpa?" My mom was like, "They called from Florida. It's a long distance call." We take all this stuff for granted. Anyways, Scott, we are good? Ali, we are good?

**Scott:** We are good, Mark.



**Mark:** All right, are we going to do this in front of Ali or are we just going to ...?

**Ali:** Oh, should I be nervous?

**Scott:** Yes, Mark. You know what?

**Mark:** She's like, "This podcast should be done. Things have turned really fast."

**Scott:** To all the listeners, one two, three; let freedom ring. I did it.

**Mark:** Let freedom ring.

**Ali:** Let freedom ring.

**Scott:** See? You did it.

**Ali:** Am I in the group? Am I approved?

**Scott:** You are in.

**Mark:** Now you're in.

**Scott:** You are approved.

**Ali:** Nice.

**Mark:** All right. All right, thanks, everybody.

*[End of Transcript]*