



**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, Tate Litchfield - FrontierPropertiesUSA.com, Mike Zaino – TheLandGuru.com, Aaron Williams – BearLandProperty.com, Jeannie Morem and Mimi Schmidt 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 on this week's Round Table podcast we have the usual suspects, Mimi -The Terrorist Hunter - Schmidt. How are you, Mimi?

Mimi: Great, how are you?

Mark: Good, good. We've got Tate, -I love it when you call me Big Poppa - Litchfield, what's up Tate?

Tate: Not much. Excited to do this live, it's going to be fun.

Mark: Yeah. You know as you say that I'm going to go live right now. I'm on Facebook. Let's see if this works and do that. We've got the 'Breathe in the mailing, breathe out the Marketing - Zen Master - Mike Zaino. What's up Mike?

Mike: I'm doing great. How are you?

Mark: I'm good. I'm good. I'm trying to get this right here. Share it in the group. We've got -The Go-Giver- Jeannie Morem.

Jeannie: Hello.

Mark: How are you?

Jeannie: Doing fantastic, excited to go live.

Mark: We are about to go live here. Hit next, do that. Oh, hello - Technician - Erik Peterson.

Erik: Hi.

Mark: How are you?

Erik: I'm good.

Mark: Good, good. Last but not least you know him, 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. Today's Round Table is sponsored by Flight School. Learn more about Flight School. Just go to TheLandGeek.com/Training.

So we had a couple of questions from the live group and it's kind of cool. So Jim Lala had a question. I think it's a really interesting subject because it kind of pops up a lot and his question was for the Round Table panelists was how long will you market on Craigslist or Facebook before you say okay it's time to go to eBay and just sell this property? So it's an interesting question. I know I have a strong opinion about it but I'd love to hear from the group. Mimi, what are your thoughts?

Mimi: I focus on my Craigslist and my Facebook sales and some properties sell quickly some take longer but if something is sticking around I just push it harder on Facebook and they all eventually sell. I haven't taken the time yet to go and get really good at eBay. So I just push it more on Facebook and they all eventually sell. Some just take longer.

Mark: Okay. I like that. I like that. Tate?

Tate: Yeah. You know we rarely take a lot of properties to eBay. It's not that I'm opposed to doing eBay sales it's just eBay sales I tend to get more cash deals from eBay and my primary focus is always the terms deals. So if I'm going to take a property to eBay I know that when I'm buying it I might be buying a specific type of property or in a specific location that's better for that type of a deal.

So I wouldn't say I have like a hard deadline that if it doesn't sell on Craigslist or Facebook by X date then it's on the chopping block. It's mainly on a case by case basis but if I ever get to the point where I'm tired of looking at a property, tired of marketing it, that's when I blow it out and I just want to get rid of it and make my money back and move on. That's when I take it to eBay. So I don't have a hard deadline for you, Jim.

Mark: Alright, alright fair enough. Zen Master, you love eBay. You and Jeannie I think the only ones on the podcast that love eBay.

Jeannie: I do.

Mike: I think the student has become the master. Jeannie is really good at eBay. She's got the right personality because you know you need to be able to ask questions and keep in contact with people. Because you know the problem with eBay we all know is these buyers can flake, right? That's why I always call it the ... I always forgot the name Star Wars the Cantina? Is that what it is? When they go in looking for Han Solo and you have all these people everywhere? That's eBay. So you're dealing with a lot of really crazy people and so communication is vital. So any way you kind of sprung that one on Jeannie that's she 'The Go-Giver' and she's so good at communication. I told her from the beginning how good she'd be.

I think there's a deeper question here I really do and I hate to segue way but I really do think that if you only have one or two parcels then you're going to stress this out and you will be like, "Okay I need to do something. I need to get rid of this. I need to go to eBay." But if you have a lot of deal flow and you have a lot of properties others will be selling and some might take longer but they are all eventually going to sell so you're not going to feel pressure to have to dump this one property at a lower price because you have deal flow and...

Mark: Deal flow solves everything.

Mike: Yes. So I don't want to look like I'm diverting from the question I think that you know there's... The other thing is that is that doesn't always work this way hey I got a property I just want to get rid of it I'm going to

put it on eBay. No, every property is going to do well on eBay. It's almost like you have to go the reverse what's selling on eBay and go get some. It's like to really force your property on eBay won't necessarily bring you back what you hope.

Mark: I love it. I love I love the geeky logic of it of reverse engineering the success of others on eBay and starting there. Instead of you know oh I have a property that's not selling on Craigslist I'm going to go to eBay. No, no, go to eBay first see what's selling and go get those properties. Those are wise words. But are they wise Jeannie do you want to confirm because you are on eBay?

Jeannie: You know I would only sell property that you get cheap. That's why you know Tate Mike, are trying to kind of help me you know market in different areas. But I like eBay because I'm an adrenaline junkie so I like to sell properties fast that are cheap. But I will always put it on there in a way that I know I'm always going to double my money so I always have. I love to experience with or test the market.

I'm kind of doing some interesting things on marketing and I'm using some words that are kind of enticing and I've had more people looking at my property and I'm ranked on the first page. So I'm really enjoying that just testing the market out. But for those that are listening, I would not suggest putting a property on there that you've paid a \$1000 or so more dollars. I wouldn't do it because I would be afraid of losing some money and I've never lost money yet. But like Michael was saying if someone doesn't follow through you're going to be out that cost \$35 to list your property. So it's to be prepared for that, but yeah I like it for the cheap property.

Mark: Okay. What's your default rate? When I say default bidder wins the auction and then doesn't pay. Or I should say your deadbeat rate.

Jeannie: 1%.

Mark: 1%?

Jeannie: Yeah. I actually have a great time because I watch the bids. Because of my adrenaline junkie, I get such a rush off of that. I can't wait to get more land. I go for the cheap property. But after Nitecap last week and I heard Scott Todd talking I got to up my game man. After listening to him the challenge is on. So I have to go big now. I'm playing too small.

Mark: Alright, I love it. I love it. Before we go to -The Irascible- Erik Peterson and ask him about his back I do want to know Jeanie what words are selling? Because there's a great book that says *Words That Sell*.

Jeannie: I don't even want to give my secret out yet. But I'll tell you. I'll tell you because you guys are awesome.

Mike: You can go all the way, Jeannie.

Tate: Tell us one.

Mark: How about one? How about just one word?

Jeannie: I'm so embarrassed that I'm actually going to tell you guys this.

Mark: I mean Jeannie it's not like I'm not going to troll your ads on eBay now.

Jeannie: Yes you are. I actually use the word sexy.

Mark: Okay. Okay.

Jeannie: My bids doubled using that word.

Mike: That's awesome.

Mark: Wow.

Jeannie: I hate to tell you guys that's because that's like...

Mike: No more.

Mark: I mean look I think look it's common marketing knowledge sex sells we just know didn't sexy property would sell.

Jeannie: Well you know what? I believe in giving back because you never know the universe will give back to you. You know? But I say this is what my model is, "Buying land just got sexy."

Mark: Buying land just got sexy.

Mike: You're bringing sexy back.

Jeannie: I am trying to bring sexy back into buying land. Because I talked about that at Bootcamp and I remember sharing that with Scott that, you know, buying land is really boring and selling it's really boring. Because I'm an adrenaline junkie I really want to make it exciting. I want to make it a great experience for people that are buying it. So I'm going to do it. So I'm going to try to find words that intrigue people and get them to read my listings and it's been working so far.

Mark: I love it. It reminds me from Bootcamp when we do something in our interactive sessions one of my favorite headlines was, "I like big lots and I cannot lie."

Jeannie: Yeah, yeah. You know I think Scott was talking about that you know the marketing using words, playing words and he got me thinking and I thought you know I really am getting into this marketing piece.

Mark: No, it's great. It's great. Erik Peterson, what's your rule of thumb about eBay?

Erik: I love what it's been said but I think I'm kind of in line with Tate on this one. You know first stuff put on eBay generally I know it when I buy it. You know it's a property generally it's really cheap property a lot of times it's in an area that I don't focus on. So I just kind of buy it with the intention of putting it on eBay.

Mark: Okay, great, great. So you kind of do what Mike and Jeannie do?

Erik: Yeah.

Mark: Okay. Okay good. Scott, you are the last word on this.

Scott: Well it used to freak me out. It literally used to freak me out when I wouldn't sell a property and it partly is because when you're new one you got capital tied up on it. You're still not convinced this one going to sell. You don't want to be left with something, you're not committed. I don't mean committed like you're not doing it. Your brain is not necessarily there developed to say, "No big deal. This one sells. This one doesn't."

I can tell you that over time you become kind of solid if you will. Your strategy becomes solid. Like I'm not going to necessarily race it off to eBay it will sell. I will get a buyer for it. I will market it. I'll put on the backburner. I'll come back to it, all of these things. I think that when you do that when you get to that point you're like you know it's okay I'm not going to race off the eBay and change my strategy so I don't do it anymore. I used to take it

like 45 days 60 days I take it off the eBay. But like Tate said I don't really do that anymore.

The best advice I ever got Mark in this business it's actually in the Land Geek Mastermind group. I'm going to tell you guys how to see it firsthand because this shows you like that we all start somewhere we all start with those newbie questions. Go to The Land Geek Mastermind group on Facebook in the search bar type in Scott Todd, LandandFarm. Land and Farm all together one word Scott Todd, LandandFarm.

What you'll find is you'll find a post that I asked back in November of 2014 when I was still like a baby land investor and I'm like, "Help I have I have posted the ad on Craigslist, I renew it every two days. I put it on Land and Farm and I sent out neighbor letters and I've gotten two calls in last two days. What's going wrong? What am I doing wrong?" I got two comments because the Mastermind group at the time had like 30 members in it Mark and number one comment was from a guy Joe Atkins. You know Joe's a great guy and he's like, "Hey I'm still new but I'm following this one." Thanks, Joe that helped me out. But then the best advice came from Paul Mundie. You remember Paul?

Mark: I remember Paul.

Scott: Paul was like the... What was he? Like the moderator of the thing, he liked beat you up if you didn't do the search button.

Mark: He was the moderator but he was also like the most resourceful of them all.

Scott: Yeah.

Mark: He's like, "Oh wait I don't have any money but I'll just tie this property and tell them I'm going to do due diligence. You can even do an option for 50 bucks send out letters to the neighbors and then get a deal closed and maybe like 10 grand for a few hundred bucks of neighbor letters."

Scott: Right. So he comes on and he gives me the best advice ever and I've taken it to heart. It says and I'm quoting now but you guys can go read it. It says some move fast some move slow. That's the way it is. So basically he said suck it up. Get over it and move on. Just keep marketing. That's all I can say

Mark: I mean I think also to piggyback on the point is Phil [Indiscernible] [00:15:11]. So Phil was having a hard time selling some property they just weren't moving fast. The reason they weren't moving fast was that Phil had a certain number in his head in mind and the market was like not caring what Phil wanted, right? As soon as we made a little pricing adjustment they flew off the shelf.

Oftentimes you have to go with what the market wants, right? The market doesn't care what you think it's worth they care what they think it's worth and you have to make it irresistible. So I think you know I used to love eBay. I don't really want to go to eBay anymore simply because now I kind of feel like I don't know sort of emasculated by Mike and Jeannie and their success like why can't I sell on eBay. But now I know the secret. Maybe I will. But typically I just didn't have the patience because I want to sell in terms and you know people would win the bid and then they wouldn't make the down and I would have to resell it. I would have to contact eBay and get money back. There is a whole thing it's just like the juice wasn't worth the squeeze for me. That being said I'm not opposed to going back to it. What was my point again to piggyback on?

Erik: You like eBay sometimes.

Mark: I like eBay sometimes. I think ultimately though you have to...

Scott: Market talking too.

Mark: Yeah listen to the market. So if Craigslist and Facebook aren't selling for you adjust your pricing. Don't necessarily just go to eBay unless of course, you want to follow the eBay strategy which is the tried and true strategy of this is what sells on eBay go and get that. But don't just start liquidating your properties on eBay because you think they won't sell on these other platforms.

You know not to plug Scott Todd but there is another great selling platform right now called LandModo.com go there wholesale it out there's our land investors, right? You know but the bottom line is that in doing this full time since 2001 I've never been stuck with a piece of property. I've never not been able to sell a piece of property. I don't like talk about it because it sounds ridiculous I've never lost money on this property either, but that just sounds nuts.

Scott: Maybe you should lose money on one at least you can say I've lost money on one. It sounds a little I mean I've lost it.

Mark: I mean I will sell you a piece of property for cost I guess. But I will still make money on the doc fee.

Scott: Right, right. That's the problem. Mark, I think that a lot of times people they get to the point where the land they think that well it's a bad property or it's something with the market something with the tire kickers. It's not that. It's the marketing. It's what it comes down to because the market speaks to the marketing.

I mean you could have the greatest product out there whatever it is and if you're not connecting like maybe it's the iPhone like maybe you created a phone that's better than an iPhone but if you don't market it correctly it could be the greatest phone that nobody knows about. So you've got to connect with the buyers in that market and you got to figure out what's driving them what's driving them for this property. That's what I think is pretty cool is that every one of these properties is, in fact, its own story, its own piece.

Mark: Exactly, exactly. Before we go to the Zen Master's tip of the week I do want to field Greg's question on the official Land Geek Motivation Wealth Creation group which by the way is a free group. "I feel like I'm having a hard time creating urgency with my ads on Craigslist. What are some suggestions to boost the responses?" Mimi? What would you do if you're Greg? He is having a hard time creating urgency with his ads. What are some suggestions to boost responses?

Mimi: I have to think about that honestly because my VAs post my ads.

Mark: Aaah.

Mimi: My VAs come up with all my content. So I have to think about that a little bit.

Mark: Okay. Tate how about you?

Tate: Well, you know catchy headlines. I think people underestimate the importance of having a good headline on the matter. The matter of the situation is people don't read anymore. I've said this time and time again. I've talked with hundreds probably thousands of people and they've contacted me in regards to a property. I said, "Well you know ..." They will start asking me questions about the pricing and the location and all of that is located in the ad. But they still have to ask questions anyway. I say, "Well did you not see it in the ad?" They said, "No, no I didn't see that part." So people aren't reading. So if you're not getting a good response on your

Craigslist ads you've got to come up with better headlines in my opinion and make sure that people understand the pricing. Post in relevant areas. You know back to the basics. If what you're doing isn't working then you need to go back to square one and restart.

Mark: Yeah absolutely. Greg you know before we go to the Zen Master's answer to this I'm going to stop live streaming on Facebook which then creates the urgency that if you want to hear the rest of the Round Table you've got to download it on your podcast catcher whether it's iTunes or whatever it is and you're certainly going to want to hear Mike's tip of the week. So for those of you who live on Facebook right now, I want to thank you for joining. Greg, I want to thank you for your question. Jim Lawa I want to thank you for your question and I hope you and Catherine are getting some sleep with that new baby girl. So Mike what's your answer?

Mike My answer well you know urgency is I'm not going to use the word sexy because that's Jeannie's so I can't use that. I think it comes down to volume really honestly. I mean using something like Posting Domination volume. The reality is I think that marketing I say this all the time so it's redundant but it's like a parade and you have a smile on parade, you throw a few ads out, your parade stops at like 10 feet. The person who was going to buy your land is like 20 feet down the road but you didn't put enough ads out, the marketing stops, the whole parade stops, they don't see it. So it's a volume game. I mean you can come up with all kinds of nifty things to say but at the other day, you could have a lot out there. You got to be putting out ads to get sales.

Mark: I don't know what's going on this Round Table that Mike is laughing. Someone's making him laugh.

Scott: Tate is making him laugh. I see it. I see it. Tate behind the scenes is making Mike laugh. He's saying something.

Tate: No, I was just looking at him because I think I sold a property I'm smiling so I'm not even looking Mike. Honestly [00:23:11] [indiscernible].

Mark: They are making like goo-goo eyes at each other.

Scott: Yeah they are. They've got a little instant message thing going on.

Tate: We do have a bromance. I won't deny that. I'm not ashamed of it either. You know it's fun. I love the guy.

Mark: All right, we digress. Jeannie, what's your advice to Greg as far as creating more urgency and getting more responses on his Craigslist ads?

Jeannie: That's what you need to do is you need to create urgency. So in your writing, you know explaining that this is it. There's none other property like this. This is it. They are not making any more pieces of property like this and this is your chance to buy. So in your writing, it's creating that urgency and your title.

Mark: Yeah absolutely. Erik -The Technician- Peterson what's your advice.

Erik: I think really it's two separate things, right? Because with Craigslist ads the way we draw people into those ads and get them to respond is the headlines and the photos. So to me, I think that's the first thing to look at. You know are your headlines dynamic enough? Are people seeing those and are they standing out from all the rest and same with the photos. If that looks just the same as everybody else's is out there it's not a surprise that you're not generating leads. So that's number one.

Then I think it actually takes communicating with someone to create that urgency. So you've got to have you know a phone call. You've got to have you know a string of emails back and forth in order to be able to create that urgency because otherwise, they don't sense it. You know I mean if you're just trying to create that in a static ad it's not very realistic. So that's my thinking on it.

Mark: I love it. I love it. Scott?

Erik: I think Erik got it. I think that people miss the boat when it comes to advertising. Advertising is not the place to generate the scarcity, right? The part about marketing is to generate leads. That's the thing. It's like you've got to generate the leads first. That's the people raising their hands saying I'm interested, great. Now we move them out of marketing into sales and in the sales component now we're doing the things of creating scarcity.

I always talk about marketing and like marketing is like dating. So like you're not in the bar and you're not like you know looking around for like a girl you want to take on a date and you're not looking around going, "Hey there's only one of me." You're not doing that. What are you doing? You're playing it cool. You're trying to get the phone number. You're creating a conversation.

When do you create the scarcity? It's not in the bar. It's on a date, right? It's after a series of dates which are phone calls, it's emails, it's text, it's all of

this stuff and that's when you propose. You don't propose in the bar on your first date like not even the first date when you first meet them. That's when you do this thing. You propose after you've dated a while, communicated. What happens is either this person truly sees that you are a find and then they want to marry you or they're like this is not the right find for me and then they're off on their way and then you move on to somebody else, right? So marketing and sales are I think a lot like dating and getting married that whole process.

Mark: Yeah, absolutely. You know it's funny because I'm so grateful that when I met my wife there wasn't Tinder and she just couldn't look at me like swipe left. Like there wouldn't have been a second date basically. A lot of it is just timing is everything. So you know not to digress.

Scott: I'm sure she wouldn't have swiped left Mark.

Mark: I don't know. You should have seen how I looked like 20 something years ago. I mean...

Mike: You were jacked.

Mark: I was jacked but she didn't like that. I was jacked. She likes me geeky

Jeannie: Oh my gosh.

Scott: We need to see pictures of jacked Mark. That's what we need to see.

Mike: Dig them up.

Mark: Yeah, yeah. I'll try to dig them up.

Scott: Just one, right? That's all we need. We just need to see one because we hear about this but you know?

Mark: You know what? I'm now never going to share it because it's almost become like urban legend, right? I just did get bigger and more jacked as the years go on.

Scott: I mean Mark I used to be 7'1 so you know? Now I'm 6 feet I don't know what happened.

Mimi: Get them the picture it might just ... I don't know if that's a winnable situation.

Scott: Oh it's winnable, Mimi.

Mark: It's not winnable. Especially with Erik Peterson like do I really want to throw more wood on that fire?

Scott: What are you afraid of? Like store, a copy of it and put on t-shirts? He wouldn't do that.

Mark: No never. But you know what? I think it's a perfect segue way to the -Zen Master- Mike Zaino your tip of the week. A website, a resource, a book, something actionable for the Art of Passive Income listeners to go right improve their businesses, improve their lives. What have you got?

Mike: So this is really simple actually. I don't have to have Scott Todd shut his camera off for this one and this is I guess a resource. I don't know how many people on here have seen last week's Nitecap but Scott Todd definitively dropped the mic like over and over and over again. It was like a mixture between Grant Cardone and Warren Buffet. If anybody has not seen that Nitecap now I know we bring a lot of silliness and we talk about land but he just went off. It was actually super inspiring and super informative. If anybody out there has not seen that you have to go watch that. I think we talked for like 45 minutes and it was not repetitive. It was all just boom, boom, boom and it was just like jaw-dropping. You have to watch it.

Mark: Wow.

Jeannie: It was really good.

Mark: Awesome

Mike: It was that good.

Mark: I'm going to go watch it. The next Nitecap is?

Mike: The next Nitecap is tomorrow night. This was last? Was it Thursday night, Scott? I think it was Thursday night.

Scott: Last Thursday,

Jeannie: It was Wednesday wasn't?

Mike: Wednesday.

Mark: Wednesday.

Mike: It was just awesome. Honestly, it really was. All joking aside it was incredibly inspiring and I always say it even though I'm older than him he's my big brother in land investing. I'm like two months or three months older than him. I found it out last Bootcamp.

Jeannie: Mark could I add something?

Mark: Sure.

Jeannie: Now that we are talking about Scott. Well, Scott has challenged me about Facebook and I have a problem with Facebook. So I took it really seriously because maybe I really do have a problem with Facebook. But I found out I have a problem with my phone so I'm really taking it seriously as I'm really addicted to my phone didn't realize it. I'd rather be on my phone than the computer. So I dug into this a little bit and I found a book on *How to Break up With Your Phone* by Catherine Price.

Mike: I love it.

Jeannie: She was actually on Good Morning America the other day about tips on how to break away from your phone because of these distractions and actually it can cause depression as we probably already know. So I'm taking this really serious and so I have my phone outside of my bedroom at night. My phone is instead of all the beautiful colors it's black and white. So I'm doing everything I can to keep away from that distraction on my phone.

Mark: I think that's phenomenal.

Jeannie: That's all because of Scott because he challenged me and I took the challenge.

Mark: Yeah, yeah. I mean I'm a little early to put up the banner behind me mission accomplished. But I will say that I'm almost on a week two of checking email only twice a day. The dopamine hit that I used to always kind of get checking things and cycling things and looking at things I really, really have broken away from my phone for the last almost two weeks. So once it goes to like a month I'll share what I did and my journey on it but right now it's so premature, but I'm excited to share. But in the meantime, though I think that's a great book to get too. I'm going to get it.

Jeannie: You know what? I actually watched our live streaming last week and I watched my eye movement and my eye movement went to my phone.

It was pretty humbling. I was actually just checking to see if Facebook was live on Facebook while we were going live. I see that with other people when they're on their phones like even out to dinner and stuff the eye movements. People don't realize how they come across to other people and the perception they give if they're not paying attention.

Mark: Oh yeah I'll be out to lunch with like you know Buddy and he will have like the Apple Watch and while we are we talking he will be like looking at a notification. Like is what I'm saying not important? Am I not EF Hutton of this relationship right now? But we all do it. But anyways I think that's a great tip. So Mike...

Mike: What was that?

Jeannie: Look at that. Look at that.

Mike: You said my dad was so and so and he says and the whole play just stopped. What that EF Hutton?

Mark: That was EF Hutton yeah, that old reference that most likely most people who are listening to this podcasts are too young to even get.

Mike: But your kids say my land is a land investor and he says.

Mark: Yeah exactly.

Mimi: They say though that not just ... Sure if you're looking at your phone or your Apple Watch people are going to feel like they're not as important. But they say just holding it. Because when I worked in the corporate world I carried it everywhere because I tried to get as much stuff that way But they said even if you walk up to talk to someone and you're holding it it still gives that person the impression that they are not as important.

Mark: Yeah. I've been really guilty of it and I've really worked really hard on breaking this tech addiction, but it's a thing for sure. You know you see the kids walking around hunched over like just that posture alone like that does cause you to become a little bit more depressive actually

Scott: You know what that's called? It's called tech neck, tech neck.

Mark: Tech neck.

Tate: Tech neck yeah.

Scott: I read an article the other day Mark that said that if you put your head down like this like down your just your head alone like when it's supporting your body weighs 12 pounds. But when you put your head down like this it's the equivalent of 60 necks.

Mark: Wow.

Scott: 60. So your neck will start hurting.

Mark: All right. That's good to know.

Mike: [00:35:13] [indiscernible]. Love it.

Mark: I know.

Scott: What other podcasts can you talk about money, life, Facebook, phone addictions, and stretching all in the same conversation?

Mike: Getting engaged and I feel like Scott proposed to all of us.

Scott: Right? Getting engaged, date bars, Tinder we've got it all right here.

Mimi: And sexy land.

Scott: Sexy land. Who says what is not sexy, Jeannie?

Mark: This is the Pu Pu Platter podcast. You're getting a little bit of everything.

Mike: Now I want Chinese.

Mark: Yeah. I want to thank the listeners and I want to say like you know hopefully everyone's getting value and if you are please help us out. Do us a little favor simply subscribe, rate, and review the podcast. Send us a screenshot of the review to Support@TheLandGeek.com. We are going to send you for free the \$97 *Passive Income Launch Kit* course. Again, just a reminder learn more about Flight School go to TheLandGeek.com/training. Speak to the Zen Master Mike or Dude Buddy Scott Bossman. Anyways, are we all good?

Scott: We are good, man.

Mark: We are good? All right are we going to do this? One, two, three...

All: Let freedom ring.

Mark: Oh my gosh.

Tate: Mark you and I were in perfect harmony there.

Mark: Which is pretty much how it is every day.

Tate: I mean we sounded like the heavens opened up you and I, the rest of the group here...

Scott: Well then why don't you guys sing like happy birthday together and let's see how you sound?

Tate: We could. Whose birthday is it?

Mark: We could.

Scott: Well it's somebody birthday.

Tate: Sorry, I've got a hard stop here Scott. So I've got to take out.

Scott: Yeah hard stop.

Mark: You know we talked about the Round Table going too long anyways so we will get a hard stop.

Scott: No worries. We will start up next week's with because it will be someone's birthday next week too.

Mark: Yeah. No worries. We are not afraid.

Tate: Yeah fine. That's fine whatever.

Mimi: Is that a good episode to have the baby pictures? We are doing birthdays.

Scott: No Mark's jacked picture is going to be there.

Jeannie: Yeah. We want that picture

Mark: The Legend continues. The legend continues.

Scott: Maybe we need to start a movement on Facebook for that. Like some Facebook page or something.

Mark: You've got to remember though it's not like Mike Zaino jacked. It's not firefighter jacked. It's like early 90's jacked. It's not like today, okay? Like if you watch like movies from the 80s.

Mimi: *Caddyshack* go look at it. It's shocking. They were normal people in the movies back then.

Scott: Like Tom Cruise in *Top Gun* jacked that kind of deal?

Mike: M.C. Hammers pants mallet jack.

Scott: Oh yeah.

Mark: Yeah, yeah.

Scott: I can see Mark rapping in his parachute pants. Can any of you?

Mimi: Yes.

Jeannie: Yeah.

Mark: All right. Is everyone enjoying? You know who's not piling on by the way? Because if he walks too close he gets hit by the bus, Erik. Erik, thank you.

Tate: Look at Tate. He's not even sure what parachute pants are.

Erik: I have some thoughts but I'm keeping them to myself.

Tate: I just Goggled parachute pants. They looked comfortable.

Scott: Especially when you're doing the break dancing and spinning on your back that was the best. You needed those things.

Erik: Yeah, they look comfortable.

Mark: I feel like we should email you know like movies to Tate that are like must-see movies so he even understands half the references on our podcasts like. Like *Fast Times at Ridgemont High* would be one. Like *Breakfast Club*.

Tate: I've seen the *Breakfast Club*.

Mark: That *Breakfast Club*?

Tate: It was all right. I mean it was no Ferris Bueller it was fine.

Mark: Ok yeah. That's a classic.

Scott: Have you watched *Kingpin*?

Mark: *Kingpin*'s classic

Scott: Woody Harrelson.

Tate: No.

Scott: You're going to love that.

Tate: I mean I've seen ...What else have I seen that's old? *Star Wars* the originals. Does that count? Indiana Jones?

Scott: Mark shut him down.

Mark: Alright let's stop recording.

Mimi: Put him on mute.

Mark: Yeah.

Scott: This podcast is over.

Mark: This podcast has devolved quickly. All right thanks, everybody.

Jeannie: Thank you.

[End of Transcript]