



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, Jeannie Morem, Scott Bossman 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 today's Round Table podcast we've got Jeannie -The Go-Giver - Morem. How are you, Jeannie?

Jeannie: Great. Thank you.

Mark: We've got - Bear Land - Aaron Williams. Bear Land, how are you doing?

Aaron: Grrr, doing good.

Mark: I never get tired of hearing the Grrr. We've got - The Technician - Erik Peterson. What's up Erik?

Erik: Just hanging out with a couple of good friends.

Mark: I love it. We get the - Zen Master - breathe in the mailing breathe out the marketing, Mike Zaino what's up, Mike?

Mike: Hey how is it going, Mark? We are doing well. Hey everybody.

Mark: Good, good.

Mike: Brady Bunch.

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

Tate: Not much.

Mark: And last but certainly not least you know him, you love him, 'The Professor', 'The Brain', Scott Todd from Scott Todd.net, LandModo.com and most importantly not automating your Craigslist and your Facebook postings PostingDomination.com /The Land Geek. Scott Todd, how are you?

Scott Todd: Mark, I'm great how are you?

Mark: I'm good. I'm good. Now Scott has a pretentious hard stop. So we've to get through this podcast within that time and already Tate is hazing Zaino about his haircut. Mike, I like the haircut.

Tate: So do I.

Mike: It was an accident. I went in and the guy was like, new guy, he's like, "What do you want me to do?" I go... He said something I go, "Yeah, yeah." I turn around I look at Laura's and he's like zzz. Sweat poured down my brow, "Not the top, not the top."

Scott Todd: Listen, there's nothing wrong with giving the top cut short. Trust me.

Jeannie: Oh my gosh.

Mark: I mean you know I like it.

Tate: I think you look handsome.

Mike: Thank you.

Tate: It happened to me too because I went and got my haircut and the guy is like, "Yeah, just the same as usual?" I was like, "Yep, yep." He went up on the side and he did it and he didn't have the guard on and it had a zero. So it was like Geeee and my hair so light that I look totally bald. So it was good but it grew in nice. I mean now my hair is thicker.

Mike: You guys got to get the look. You got to join the crew.

Tate: Yeah.

Mark: Look I'm not afraid. It's you know I either get the Zaino or I just let age take care of it for me so no worries. All right let's move on to today's first topic. Bear Land - Aaron what do you got going on man? What's today's topic?

Aaron: Well it is something that's come up to me recently so I thought it was a good discussion, how much should you avoid buying within city limits or not and why?

Mark: Jeannie?

Aaron: Yeah, go ahead.

Mark: How much should you avoid buying city limits and why? What do you think? What are your thoughts on that? First of all, have you ever done a deal within the city limits?

Jeannie: No and that's what I was going to say. I don't really have an opinion on that but I actually go to my properties that I buy and I know they're not in the city limits. So I've never done it before. So I don't have any input on that one.

Mark: Okay, all right Erik - The Technician - what is your technical analysis?

Erik: I'm not sure I've bought a property within the city limits. But then again it's not something I really check on a regular basis. I mean we try to assign an address or as close to an address to our properties as we can. So usually we just look at Google Maps and you know it says San Luis Colorado or whatever it might say and you know we'll name the street and the city that Google Maps tells us. But honestly I would say I probably have not bought a property within the city limits but I don't know that I'd be against it. I would expect to probably pay more but yeah.

Mark: Yeah, yeah, Zen Master?

Mike: Yes I would say we have. I think that they tend to be cash buyers because you know just the nature of the lot. But I think the beautiful thing about our business is that you perfect this model and then you've got an options. You can do whatever you want with it you own it right? So we each do the business model the same way you know the steps, the five plates that Scott Todd teaches but then you can literally pick this model up and move with it wherever you want.

Now you have to keep in mind which one that you have to you know if you don't want to move too many times, rebuild your buyers list all that type of stuff. But yes we do, short answer we have. I believe they tend to be more cash sales. But yeah lower acceptance rate in those areas, right? Just less to choose from but it's still the same model that we've learned right? You own it you can do whatever you want with it.

Mark: Right, right. You know what just happened? A big jolt of happiness just shot through me because - Dude Buddy - Scott Bossman just joined the Round Table. If you guys don't know why the Dude Buddy is on the Round Table and I'm not going to put words in his mouth but I will say that it's possible Scott Bossman that this could be a regular thing for you?

Scott Bossman: Yes it is. I apologize for being late. I didn't have the right Zoom link. Tate, helped me out there. So yeah hopefully you'll be seeing more of me because I'm a now full-time land investor from home.

Tate: Congratulations.

Jeannie: Yeah, congratulations.

Scott Bossman: Thank you.

Mark: Scott Todd, are we just going to say it now? Let freedom ring, Scott Bossman.

Scott Todd: We can and I'm glad that Scott made that but Mark I've got to tell you something like you just said that you got a shot of happiness. But I'm kind of insulted like we all didn't bring you happiness when we got on?

Mark: Okay, let me rephrase. Let me let me rephrase. It's kind of like when you come home right after a while you start taking your home for granted. But then something new pops in the house you're like, "Oh my gosh this is like a new shiny wonderful thing." You still love your house and all the

things, right? But then that just new little thing it's like gives you a little jolt, right?

Scott Todd: I'm sure I'm behind these guys but we will just keep it on.

Mark: It's definitely the hedonic treadmill, right? You get a new car then you get used to the new. Like in two weeks I will be like and - Dude Buddy - Scott Bossman is on the Round Table. It could be a regular thing. We will get used to it. Alright so let's pick up on Scott because the topic Scott is have you done any deals within the city limits?

Scott Bossman: I actually have done a few deals within city limits. I think my second and third purchases were within city limits. I would just have to say ... They were terms deals and they're actually still going for me. They're like five-year deals.

I would just say be careful in your due diligence and make sure there aren't any other city ordinances or city availability fees that there could be liens on or back fees on. I work in one area where they have a \$100 a year sewer and water fee. In my due diligence, I learned that you know the prior owner had not paid those in three years nor their back taxes in three years so that was a huge negotiating point for me in those deals.

Mark: All right, great, great. 'Big Poppa' what's your take on the city lots?

Tate: You know I think I've done a few deals in those areas. I remember a long time ago I did do one and I forgot to check and see if this city had any sort of ordinance regarding like mowing the lawn and the person hadn't been mowing their lawn for like five years. So there was a bunch of fees that kind of were associated with that. But I was able to get those kind of renegotiated down and paid them off and had somebody go out and take care of the property and then I flipped it and got it off my plate ASAP.

So yeah I would echo what everyone else has said on the call. I do deals where other land investors are and if that's in a city where I get to know the code and the ordinances then I've got no problem doing it.

Mark: Alright, great great. I have a feeling Jeannie Morem actually made this happen. She started thinking of herself you know I love the Round Table but it kind of sucks I'm the only woman and all of a sudden the 'Terrorist Hunter' shows up Mimi Schmidt. Mimi, how are you?

Mimi: Great how are you.

Mark: Great, great. So Mimi, since you are just jumping in the question, was have you done any deals within city limits and if not would you do a deal within the city limits?

Mimi: No, but if the area subdivision that I'm in the city just like any area that you're in you have to know the due diligence for that area. I bought a property that one point had a lien on it for trash on it. So in cities, you have more neighbors more things like that to worry about but no, it's absolutely fine you just have to learn the specifics what to watch for in that particular area. In Florida, I have to watch for [00:10:35][Indiscernible] and flood zones whereas out West I have to look at access and things like that

Mark: Okay, alright. Scott Todd how about you?

Scott Todd: I haven't necessarily avoided them but I really haven't bought in the cities. I recently did buy two of them. They're in a city and it's kind of a weird story. I didn't go out even looking for them. What happened was a lady who bought land from me she bought 13 properties from me a few years ago and then basically after four months she gave us all but one back. So she gave us back 12 properties. Long story kind of a nightmare customer but for a while, I mean as nice with her paycheck was pretty sweet. But then what happened was she was just buying some like crazy properties and she had a cash crunch so she needed to sell and so she called us up and she's like, "Hey, do you want to buy these?" She gave us a bunch of them. A lot of more upside down right now but there were two city lots.

I think that Mike's somewhat right like in this particular area I think it depends on the area but like in this particular area I think that they will end up being cash sales. So the sales time is a little bit longer. I think the kind of marketing strategy a little bit different than kind of that rural land. Rural land is just kind of I don't know. It's easy I think that people like that adventure whereas with city lots people are really starting to think about like do I really want to live here or build a house here. So it's a little bit of a different customer I think.

Mark: Yeah. Yeah. I mean in my experience I've done city lot deals and you know certainly because I didn't have anybody like me helping me my first city lot deal had hundreds of dollars in ordinances, we had to mow the grass. These are like deals in like Oklahoma. But what was interesting was they all sold. I did another deal like that in Texas. I got smarter with my due diligence bought it right. They are sold really, really well. I actually bought a couple of commercial lots at a tax deduction and again those sold.

But just like with what Scott was saying I don't focus on them. They tend to be smaller. They tend to be more expensive. They tend to be more complicated. So you know if you can pick them up great but I don't know if I would necessarily focus on them. Does anybody want to play devil's advocate and say... Well, Mimi probably does and say well what's wrong with focusing on them? Mimi, you're on mute.

Mimi: Well it's not my hold anymore it's just part of it. It is a little more complicated, they are definitely more expensive, the taxes are a heck of lot higher, and the market the customer is definitely different. They're looking for an investment or a piece of property to build a house on. It's not so much for recreation. That's definitely a thing. I agree.

Mark: Yeah, yeah. But there are great deals to hit neighbors up on too. So you know Jeannie you know I wouldn't say avoid them. I'm just not sure I would focus on them necessarily. I don't know. Mike, I'm I saying this right? I feel like I'm giving a convoluted answer.

Mike: I think you're saying it right. You know should your whole business be in that area and it sounds like everybody is saying no. I think everybody is disagreeing. We talked about in the beginning people focus on one or two areas, right? I think you know even all of us we don't go crazy in terms of areas but it's good to have a sampling of different properties because different times in the year some properties might sell quicker as Scott alluded to. Some might be cash sales they are going to take a little longer but you have the term sales to fill in. So I think we're all in alignment. The whole Brady Bunch is here all nine of us.

Mark: Yeah, yeah it's the total Brady Bunch. By the way, do you know why Scott Todd has a pretentious hard stop?

Mike: Plane flight?

Mark: It's because today is the first time in Flight School history we have a daytime class so now everybody is going to continue to go. So if you're an international investor this is perfect for you. If you're somebody that is like Scott Bossman and you've got all the time in the world you to come today class it's phenomenal.

Mike: I think the next thing we need is a translator. We need translators to come into these. We can start you know [00:15:28] [Indiscernible].

Mark: I mean Tate is fluent in Spanish so we have it all covered man. Our Geeky group just got it covered. So I would say today's podcast is sponsored

by Flight School. If you want to learn more about daytime classes and nighttime classes, classes to take flight to accelerate and have the greatest Sherpa on earth take you up that land investing mountain quickly, safely, efficiently and make sure you actually execute what you're learning go to TheLandGeek.com/training and get on a call with the - Zen Master - Mike Zaino or - Dude Buddy - Scott Bossman and certainly Scott. How the heck can I be like you and work whenever I want, with whom I want, wherever I want. Wait the 3ws where I want, with whom I want, when I want. There it is. All right, Jeannie, you had the second topic.

Jeannie: Well you know I'm sure your listeners know that I'm the only one here that's a coaching student so I'm not a coach. I've noticed on Facebook ... Oh, you too Aaron? Are you a coach Aaron?

Aaron: I'm not a coach.

Jeannie: Okay. It's good I don't feel so alone. Good, okay. That they're asking about attorneys and because I'm a coaching student if I had any questions about legal issues I ask my coach. Some of my sellers have actually been attorneys so they've made it really easy for me if I had any legal questions.

So I'm wondering because I have been a coaching student or I am I go to my coach and they help me. But at what point does a land investor need an attorney? Do we need to have one you know all the time that we can call or do we just call an attorney when we need one? I don't know if that makes any sense.

Mark: No, I think it makes sense especially when you first start out because you don't necessarily need an LLC and of course to set up an LLC properly you might want to hire an attorney, right? As far as the deeds you could certainly go Deeds.com with the purchase-sale agreement, the promissory note, the land sale contracts. Just because we provide them doesn't necessarily mean that you're a 100% comfortable with them. You might want to get a second opinion from your attorney. As issues come up you might want to just have an attorney.

So the question is where in sort of your business journey from startup to you know mature like - Bear Land - Aaron do you start engaging with attorneys. I'll give an example I called an attorney yesterday on an XX proceeds deal that we did. So I've got nine grand sitting at the county. I've got to file for that county to collect the XX proceeds. I had to get an attorney involved to do that. Now luckily it's just a paralegal but I had to contact them for that

issue. Let's just go because it's a technical question to - The Technician - Erik Peterson When you think about hiring an attorney.

Erik: I think it's up to kind of each individual in a sense. I mean what's your comfort level with the tools that we provide you in terms of the document templates and whatnot and kind of what's your experience there. I know myself I did not have an attorney right away. But further down the road as my business grew and I wanted to put certain things in place one of the major factors for me was just knowing that you know if I passed away that somehow my business would be able to be managed by my wife and you know or somebody else and how would all that happen. So you know at that point when I was prepared to go through that process is when I engaged an attorney to help me through some of that.

Then I think beyond that it's just like you know if you have a need for anything you know if you have to get someone off your property or maybe you have some kind of probate situation that you're pursuing things like that might be a good opportunity to reach out to an attorney whether it's a local one or you know one somewhere else.

Mark: Yeah absolutely. Bear Land - Aaron how about you?

Aaron: I've used an attorney twice. Both of them were early on in the business. Obviously, when we set up our LLC I had an attorney here do that. Then also before I entered coaching I was dealing with some a handful of properties or something in a trust and then another a couple that had some probate kind of things and you know I didn't know anything at the time other than having gone through the Tool Kit. So you know I got a hold of attorney and he gave me some pro bono information, talked to me on the phone for about half an hour, straightened me out about a couple things to the extent where I could make my decision. I haven't had to use one to pursue like a specific legal action luckily but I kind of think that you know if you're in real estate business long enough that's probably an eventuality you know.

It may not be a big deal or a severe thing but you might have to get somebody off a property or you may have to out an attorney you know deal with the county on some issue that is just where you can't be an expert on the law in every county and in every kind of matter so you need an expert and that's what they're for. You know they're the expert when you are not. So I would say it's kind of a case by case basis like Erik was saying. You know when something arises through the business you probably want to consult one. You can try Rocket Lawyer first and see if there's something

that can be done there. But other than that you may need to contact one that's either local or in the state that you're dealing with.

Mark: Yeah. My new bromance - Dude Buddy - Scott Bossman, about you?

Scott Bossman: New bromance. No.

Mark: Look I'm looking like I'm not stepping on Zaino's toes. First of all, I'm dealing with him Bootcamp. The guy knows martial arts. Look, I'm not getting in between you and Mike. I'm just saying on this Round Table.

Scott Bossman: Oh I see what you're saying.

Mark: Kicking that jolt of happiness a little bit further. Mike don't worry.

Scott Bossman: He's worried. I would have to say that I'm kind of in a situation currently what Erik just described. This has been you know a side hustle for us for the last three years and I'm trying to get some things organized. So it's gotten to the point where I want to be a little bit more protected as Erik said and you know some of the legal issues with setting up long-term planning. So I just initiated a discussion with an attorney to do that. Otherwise, my exposure to attorneys has been limited to this point. I have had some assistance in setting up an LLC. But that's about it where I am. I think it is a case by case basis.

You know I think people have had some issues although the beauty of this businesses is relatively few issues even with many, many, many customers and land contracts. So that's another beautiful thing in this business that I compare it to other people all the time especially I have a good friend who does duplexes and it seems like she's talking to her lawyer every week regarding some issue. So that's one of the reasons I like it.

Mark: Yeah, absolutely. How about you Mimi?

Mimi: Well I've always had a Rocket Lawyer subscription and LG PASS is great because it has all the different state templates for the deed. So I have never really had to worry about the deed, the document templates. Let's just in Florida you have to have two witnesses sign for each person whereas in other states you don't. So you've got to watch that your deeds have the right wording in them, right?

But Rocket Lawyer has always been great for me to help me determine what the grantor or grantee process should be. Because you know you find every situation imaginable. It's not always a husband or a wife or a single person.

But I do know of investors that also hire a VA an abstractor or someone with abstractor or paralegal experience to do that type of thing. To look for a clear title and to look for the grantor or grantee clauses then looking for someone with that type of experience themselves to move away from Rocket Lawyer just have someone I can run the deeds to when I'm not in cut dry situation.

The person will come eventually. I have to pay them more an hour but they are educated and focused so that's okay. [00:25:12] [Indiscernible] is to move more towards a VA that has abstractor and paralegal experience. The only reason I have needed attorney experience is to help me with some of those odd grantor and grantee clauses in the deed.

Mark: Alright, great. Somebody has got the emergency alert going on their phone. I don't know who that is. Do you guys hear that? Maybe it's not. Maybe it's just me.

Tate: I hear it.

Jeannie: I hear it.

Mike: Somebody in tornado alley maybe.

Mark: Yeah yeah. Well, certainly Scott is in an area where it's probably getting a lot of rain. So let's give Scott Todd the last word on this.

Scott Todd: Is it bad. Is it like a bad sound?

Mark: Yeah it just sounds like one of those emergency alerts.

Scott Todd: Wow.

Mark: I mean it doesn't sound like the dumb and dumber sound like you know [00:26:00] [Indiscernible].

Scott Todd: It might be something with my microphone but okay look here's the deal, the deal is that...

Tate: It's bad. It's bad.

Scott Todd: Is it bad?

Tate: Yeah, it's bad.

Mark: You can go ahead.

Scott Todd: Alright, hold on. Hold on.

Mark: Because he just lit up, alright.

Jeannie: Yeah it's him, because he's on mute so it was with him.

Mark: Yeah.

Scott Todd: All right did I fix it?

Mark: I think you fixed it.

Scott Todd: Okay sorry about that, guys. Here's the deal. I really haven't used an attorney too much. Like I've used an attorney sporadically for certain things like strategically. I don't have an attorney that's on speed dial, right? It's been for a certain purpose and then it's over. So I've used an attorney to kind of walk me through the probate process in a specific state like what can I do what can I not do, how does it work. That was actually a free consultation they offered so I gave them some deeds and said look here's some scenarios I would run into what I need to do in order to clean this stuff up and they kind of walked me through the process of it. I've never used them again but it's in my back pocket. So like if I ever decide that I want to try to help someone solve their probate issue then I'm going to go do that.

The other component is like I've had an attorney where I wanted them to review something definitely or create something like Mark said like to have an LLC put together or something else for my business. It was a very strategic strike so boom. But I've never had an attorney that's on speed dial or standby.

I think that if I were doing other types of real estate, if I were doing multi-family where I know that it's without a doubt that I'm going to get sued well you better believe that I'm going to have an attorney on speed dial. If I were a real estate developer and like contract were flying all over the place I would have a real estate attorney on speed dial. If I'm investing you know millions of dollars into a project yes someone else is going to look at this and it's not going to be me it's going to be an attorney who is going to get me out of it if need be. So you know I think you have to really look at the risk that's there and that is really one of the beautiful things about this. You can you can overcomplicate this business but if you just keep it so clean and simple it's just a great business.

Mark: No absolutely. You know my first thought when you were talking Scott was shouldn't we sort of put a lot of peer pressure on Tate and have him go to law school. Number one is he's got the time, he has the money and number three we can all benefit from it. But even if he did that there wouldn't be enough business for him to justify just in the land community to be an attorney.

What's interesting is that now with the revamped Tool Kit we do have a new module tax and legal corner with Mark Koehler whom is a JD and CPA. So we are getting those tax and legal questions answered by a professional. Where it used to be like someone would ask us and we would have to shy away from it because we can't give tax or legal advice. So Mark Koehler being a part of the community now and his daughter Sidney in Flight School is a huge, huge asset to the entire community. So Jeannie does that help?

Jeannie: Yes and Scott Todd really answered it well because that's kind of what I was wondering is do I have an attorney on speed dial. I haven't needed one really. I'm just thinking about the cost you know because I'm looking at my expenses. So that was really well said. But also Scott Todd addressed the probate question on a Round Table a while back. So I find a lot of times these Round Tables you guys answer the questions that we may have already. So I really appreciate the feedback.

Mark: Alright, great, great. Well, it's like it's like an amazing gift today for Erik - The Technician - Peterson and Mike the - Zen Master - Zaino because they're off the hook. They don't need to give their tip of the week. So I'm going to stop streaming live on Facebook and please go and listen to the podcast. You've got to subscribe, you've got to rate and you've got to review the podcast and then send us a screenshot of the review to Support@TheLandGeek.com. We're going to send you for free the \$97 Passive Income Launch kit. But I'm really excited for today's tip of the week because it's Bear Land Aaron's tip. Bear Land what do you got? Oh, you're on mute. There you go.

Aaron: I remember the days when Safari had this really pretty 3D kind of a thumbnail view of bookmarks that you could add to it. Then more recently it's still there it's just kind of not as pretty because they're all just square you know bookmarks and they're not three dimensional anymore and everything. I really miss that. Then I ran across this Chrome extension since I've started using chrome a lot and it's called Speed Dial FVD as in like Frank, Victor, David. It is a kind of a 3D visual bookmark thing and you can add I think unlimited limited bookmarks to it. It just becomes this kind of curved wall of bookmarks.

It's kind of neat because not only do you have your bookmarks there but you can set up different sets of them. Like if you wanted a set of bookmarks for each county you did you could do that or specific business ones. Then not only that but there's a very subtle little arrow over on the left of the screen and if you click it it scoots the page open over and you have access to all of your Google Apps. So if you use pages or just sheets or you know the Google Drive and your Gmail and that sort of thing you can click on it right there from that page. So it makes your opening tab of Chrome really useful and really efficient to use for your business.

Mark: Alright, great tip. You know ultimately I think that Erik Peterson will have to give it the is it aesthetically pleasing kind of a graphic designer you know seal of approval because if Erik's like you know it's very Googly which means that it's not very pretty compared to say things on like Mac apps then I will probably have to delete it from Chrome store. But that's not here or there Bear Land - Aaron. I think it's a great tip.

Aaron: I think Erik like it visually and you can add different backgrounds and stuff to it too with the second extension but it's pretty. That's why I like it because I like that Mac look of stuff. I hate the flat Google Microsoft flatness. It drives me nuts.

Mark: Very, very cool. Well, I want to thank all the listeners. I want to thank all the Round Table panelists for taking time out of their very well let's just face not really busy days but fairly busy days especially you - Dude Buddy - Scott Bossman. But I want to thank you anyways for doing that. I want to thank certainly everyone that's engaging with us on Facebook Live, liking the videos, hopefully sharing the videos. We really, really appreciate it. You know again please learn more about Flight School. Don't be shy get on a call with the 'Zen Master' and 'Dude Buddy'. Just go to TheLandGeek.com/training. Scott Todd, are we good time wise?

Scott Todd: Yeah we're good. We're good.

Mark: Alright well let's do this, one, two, three ...

All: Let freedom ring.

Mark: For nine people that's not so bad.

Tate: Eight.

Mark: Oh my gosh. We all should be shaking our heads like in just shame.

Mimi: Maybe we can do practice.

Scott Todd: No, it won't help. I just discovered there is two Tate Litchfield's. One is Scott Bossman it says, Tate Litchfield-

Tate: He's my mini-me. He's my mini-me.

Mimi: I know. I noticed that.

Scott Bossman: You're my mini-me.

Mimi: [00:35:09] [Indiscernible]. I didn't see your name.

Mark: What's were you going to say?

Scott Todd: Mimi won't understand this but I do want to say that the love affair that you had with Scott on this podcast was a little comfortable and like at least when Mimi, after we called out on it least one when Mimi came on you, should have been like, "I'm happy now because Mimi's here," but you were like "Mimi is here, great."

Mike: You will have to watch the replay.

Mark: Again Mimi has to watch the replay. She's not like the shiny object that Scott is.

Scott Todd: Maybe the old, undesirable people should boycott I don't know and then we come back when you're happy.

Mike: We want to be special.

Mark: All right, fine you know what? When we hang up I'm going to put all of you in the gratitude journal as I normally do. I just felt like it was just a pretty cool surprise to see Scott. You know the fact that he was able to replace his income, quit his job, it always you know is special. Mimi did it. We celebrated Mimi. It was a big, big deal. But you know?

Jeannie: Okay, alright.

Mimi: Congratulations.

Scott Bossman: It's the Scott Todd celebration every day. Come on Scott.

Mark: Maybe it is the Scott Todd celebration every day.

Scott Todd: I don't want to be celebrated. That's not it. Its just I noticed it's like, "Oh my God I'm so happy. Scott Bossman is here." I'm like "Mmhh." I mean I'm just speaking for everybody else. I know how they feel. Like look at Zaino he's going like, "Well, yeah, you know."

Mark: I know Mike is not happy.

Mimi: Mark, he sounds a little jealous to me.

Mark: We are going to deal with it over chicken sandwiches.

Tate: Hey Mark I get it. I'm with you because everybody else is on here pretty often. We don't get to see Bossman very often. So you're like, "Hey what a surprise." I'm playing devil's advocate against Scott Todd today.

Scott Todd: Hey let's just roll off the red carpet for Scott Bossman.

Scott Bossman: It's exciting to be here though. It's exciting to be here.

Mark: Fine

Mike: Mark can I point out two backgrounds here? Number one Mimi's that is incredibly awesome that background. It looks like you're hunting terrorists like really. What is that [00:37:39] [Indiscernible]? Are they in Florida because we are going to Florida?

Mimi: I got tired of people telling me county names and having to look them up every time so now I can just go look at the board.

Mike: I hope there is nothing wrong in Florida we are all coming.

Mimi: I've got to tell you though Bear Land Aaron I love that tip you gave because the whole reason I carry this iPad around is because it has all of these favorites in my counties, right? But I got to tell you that Chrome extension it's better looking than the iPad. If I can categorize them by county instead of alphabetical like this one I really like it.

Aaron: Yeah you can have sets and you have a little tab for each set along the top. I think you will like it. That's C E-T-S, cets.

Mark: That's cool. Well since we are all on the Round Table today I think it's only appropriate that we end with the Land Geek song. So let me see if this works. Hopefully, everyone can hear it? Do you guys hear this?

"If you want to have a barrel of money, here Art of Passive Income podcast they are funny. Your life don't have to be bleak. If it's freedom you seek choose Land Geek. Omnipresent Mark Podolsky will reach you. Scott Todd takes flight and comes in to teach you. You will learn all the rest from the Round Table's best with Land Geek. Mimi won't let you forget to price land right. Erik makes your system tight to the last bite. Bear Land gives you a peek of land with lakes or with creeks through Land Geek. Then there's Tate he'll help you research the right spot. Jeannie makes your land deals all sound hot. You're on your way with raw land because they're a hold in your hand with Land Geek. Mike Zaino helps you light the fire for deal flow. Scott Bossman gives you faith to know you will grow. Even if you're green you'll succeed when you follow their lead, the Land Geeks. Yes, you just can't go wrong. They might even sing you a song, The Land Geeks"

Mark: I never tired of it. I never tire of it.

Scott Bossman: That was awesome.

Mimi: I love it.

Mark: Yeah, I never tire of it to the point where like I think Scott and Mike should sing it at Bootcamp.

Tate: Yap. I agree with you.

Mark: Is Arlene going to be there?

Tate: I don't think so.

Mark: Okay. I don't know. I'm I the only one who listens to that thing every day. It's just so catchy. It's between Kanye and Arlene's Land Geek's song.

Mike: You know what we should do? Before you go into like a coffee shop someone should walk in and put down a speaker and they start playing it then you walk in.

Scott Todd: With a Land Geek Shirt on.

Mark: Yeah.

Mike: That's the Land Geek.

Mark: All right thanks, everybody. I know Scott's got to jump. Alright, see you guys.

[End of Transcript]