



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, Aaron Williams – BearLandProperty.com, 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 this week's Round Table podcast, we have the most dangerous woman in the world 'The Terrorist Hunter', Mimi Schmidt. How are you, Mimi?

Mimi: Great. How are you, Mark?

Mark: I'm good. I'm good. We've got, 'I love it when you call me Big Poppa', Tate Litchfield, hi Tate.

Tate: Hey. Hey everybody.

Mark: Of course, 'The Nite Cap Meister' completely sober, Scott Bossman.

Scott Bossman: Always except for Wednesday nights at 10:30.

Mark: Except for Wednesday nights at 10:30. Okay. We've got 'The Technician' Erik Peterson. What's up Erik?

Erik: Not much just hanging out with you guys.

Mark: It's always a great day when we can all hang out.

Erik: It is.

Mark: All right we've got the 'Bear Land' Aaron. Bear land, how are you?

Aaron: Hey, doing well.

Mark: Great.

Aaron: How is everybody?

Mark: We're all good. We're all good.

Aaron: Good.

Mark: And last but not least you know him, you love him, 'The Brain', 'The Professor', 'The Mini Bat', Scott Todd from ScottTodd.net, LandModo.com and most importantly if you're 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, but I got my blood pressure up this afternoon.

Scott Todd: What did you do?

Mark: Because Scott Bossman's deal has got me, a little... I don't know. It's like a combination of like anxious and hungry like that feeling.

Scott Todd: I can't wait to hear about it.

Mark: Let's discuss it. So Scott, walk us through this real-life scenario.

Scott Bossman: All right. So I had a pretty interesting situation here in the last week. Well, it started two weeks ago. I took a call at Bootcamp actually from a guy who was interested in selling his property. I had offered him around \$1000 for his one-acre property and he was really thrilled that I'd

contacted him. He's owned the property for 35, 40 years and claims he's never gotten an offer on his property before. He's in his 80s. He said this couldn't have come at a better time. We're looking to offload this property and I have a couple of other properties. The reason he called me was because I'm from Wisconsin and he had lived in Wisconsin. So we had a great conversation. You know how you get on the phone with people sometimes and you know you just like to talk to them. That's part of the fun of the job. So we had a good 20-minute conversation not only about his property but about his life in Wisconsin and where he lived and where I lived and what we do and all that. We've even had a couple of physical therapy questions.

So we established a really great relationship. I told him you know we'd go through the preliminary due diligence and do the deal likely in the next week if everything came up okay. So you know my offer was a \$1000 comps in the area are maybe \$4000 cash. So a week went by he needed a couple of phone calls because he wasn't quite sure of the process. But you know all said I'm about an hour into this deal plus my due diligence and all that on the side and he decides to purchase from me. So he gave me a call Friday kind of in a panic because he said he was going to be on the way to the bank to get the deed notarized and that day he received another offer for \$2000 for the property.

So, my heart sunk a little because I really wanted this property, got a little nervous and I just went with the flow. We had another great conversation. I explained to him what we do and how I thought that offer was a little bit high and how you know I would really like to take this off your hands so can we settle on \$1200. He thought that was fair at the time. So I got off the phone thinking that he was going to go through with the deal. Turns out he called the other party and they sold him on the \$2000 price. So I had a discussion with him again yesterday and he said, "Scott I'm really sorry. I've really enjoyed our time together but I'm going to go with this other offer. I cannot let it go."

Well, all said and done I talked him into 1750. The only reason I agreed to that price is because I already have a buyer on the line who I'd told him it was on agreement. He gave me the 250 document processing fee. So got a buyer on the line and the numbers make sense. But, it brought a whole new challenge to this in the last few days because number one I had to renegotiate to keep the property although it helps to have that relationship with him. Number two, he was confused because the offer letters were very similar and he had never gotten any offers before. So that's the story.

Mark: All right.

Scott Bossman: It's kind of an interesting one.

Mark: You know the other party that was making the offer?

Scott Bossman: I know who the other party is.

Mark: Hopefully they're not a coaching client or a Flight School client because their offer is too high.

Scott Bossman: Right, right. Their offer is too high based on the area. So you know this points to the importance of county research as well.

Mark: Right, right. So Erik Peterson what are your thoughts?

Erik: Well, I mean I don't know as Scott's telling that story you know part of me feels like that seller if he signed my agreement at 1200 or whatever it is and he's going to turn around and accept someone else's offer after that, I mean I'm not too happy about that to begin with. I mean honestly, I would probably have a real upfront conversation with him telling him we had an agreement. You know I've done all this work and we need to move forward with what we agreed on. I think I would have been kind of upset and I just don't know if I would've continued with it honestly. I mean to me-

Mark: But Erik, he's got a buyer.

Erik: Yeah I know he's got a buyer and that's the hard part, right? Because in my mind that's an ethical problem I have with this seller is that you know again assuming he had a signed agreement and everything he's going back on his word and that gets to me. So it's hard to say without being in that situation how I would have handled it honestly.

Scott Bossman: The only reason I took it was because I had a buyer and Fred and I had established a relationship, right? Like this is a nice guy, right? Then he's pulling at my heartstrings-

Mark: Scott, he ain't that nice.

Erik: Yeah let me tell you. If he's a nice guy he would have stuck with the agreement he made.

Scott Bossman: You are correct. You are correct.

Scott Todd: Oh look at that, look at that. He ain't that nice of a guy.

Mark: He ain't that nice. 'Bear Land' Aaron, what would you have done?

Aaron: Well, why don't you come back to me? I had a technical difficulty and just got back on I would like to hear somebody else.

Mark: Alright let's go to somebody that doesn't live in Amish country. Mimi Schmidt?

Mimi: So I kind of had this happen just in general. I was in my Florida market. I was paying between \$1800 and \$3000 per property and a woman sent out a mass mailing offering \$6000 for the properties. They basically put me out of business in that market, truly. Honestly, Scott, I think I'd call that investor and say hey and talk to them about their due diligence process and say hey you can actually get your property for a little bit cheaper than this. Everyone listening it's pretty easy to find what local investors are paying in the area. If you can get the sales there, do a search for owners that end in LLC. Go see what they're paying for the properties. It's not that tough. If you don't have the data you can look online. Find a couple of competitors and look online. Do individual property searches and see what people are paying wholesale for these properties. Because you can get them for cheaper and that just makes your profitability on the land deal better and in general makes it better for our market all of us investors. So I think Scott I'd call the guy and talk to him about his due diligence. He can save himself some money in the future.

Scott Bossman: Yeah, I think that's a good idea.

Mark: Yeah, yeah. Tate, what are you thinking? Tate, you're your mute. There we go.

Tate: Sorry. I agree with what everybody else has said. I'd be a little upset about it. But you know had I not already had a buyer lined up with the guy I probably would've told him you know if you can go get more money elsewhere, good luck, but I got cash in hand today to pay you. I'd also let them know that there's a lot of people out there who are going to make high dollar offers but when it comes time to writing the check they often get cold feet and I'm an actor and I take action. When I decide I want something I buy it immediately. I think that's something that sets me apart from everyone else is I'm not afraid to buy this land. I'm not in this because it's fun or it's a hobby. I'm in this to purchase your property. So if he thinks he can go get a higher dollar somewhere else, well then I understand that's what he needs to do. But, when you come back to me and want me to buy

your land I'm not going to pay the same price as I offered before. That's what I'd tell him.

Mark: Yeah, yeah.

Tate: That's the reality there. That's the reality.

Mark: Scott Todd, what would you do?

Scott Todd: Well-

Scott Bossman: Scott's going to ding me I know. I just have a feeling Scott's going to ding me. He's going to say that I tainted our market by buying the guy's property at 1750.

Scott Todd: No, no. here's the deal. I've run into this problem where somebody in my own Flight School class mailed on top of me doubling the offer, right? I was like livid over it, okay? But we had a buyer. Same situation we had a buyer and I didn't double my offer. But I did come up like 50 percent and I was like furious over it. Like what the? But I had someone who was ready to buy the property. I knew it would sell I'm like just buy it whatever. Because now I own it and they didn't get it, right?

Now, that said if I didn't have a buyer lined up or I didn't think like I was going to sell it like tomorrow then I would've told the guy to go pounds end. The reason is, is because I would have said to him, "Hey listen here's the deal. I have cash in hand that's ready to come out to you tomorrow. Literally, you give me a deed today I can have your cash within two days. Within 48 hours you'll be at the bank. If you accept this other guy's deal, he's going to have to start this whole process all over again. It's going to be weeks and weeks and weeks and you know what? It's not going to happen."

I actually had a situation like that. The guy actually had my deed in hand he refused to sell it because he won another \$150. He was an attorney and I told him I said, "No you can go pound end because I'm not paying another \$150. This is the deal and you've agreed to the deal. You told me to mail you the deed for signing even though you had this other offer in hand you told me you were going to go ahead with it and you didn't do it." So basically you know like I never did. Now what's funny is that he told me who gave him the other offer. He told me the guy that gave him the other offer and I knew who it was. I'm like, "Well that guy is never ever, ever going to close." I kid you not he said, "Well I'm going to go take it." Then you know what Mark? The guy went onto the Land Geek Mastermind call that day and basically said, "Hey guess what? I got a deal. Anybody want to buy it from

me from me so I make like \$100 on the deal?" Because he didn't have any cash.

Mark: Yeah, yeah. I mean I know what I would do in this situation, Scott. But before I tell you let's go to 'Bear Land' Aaron. Bear Land, what would you do?

Aaron: Yeah you know I've run across it maybe a couple times. I was able to buy from the person I think each time. But one of the tactics is that you know explain to them that a lot of people are going to try to trade down. They're using high offers to get high responses and then once they do the deal due diligence on property what they're going to find is that they need to come back at you with a lower amount. I explain that like everybody else I'm ready to buy it today and I'm not necessarily going to do that. If the numbers don't make sense I just simply won't be able to buy it from you, but if they do we're good to go.

I've pretty much had people tell me okay and sometimes it's like you know since I was the first one that they accepted they're going to stay with me that was somebody who had some integrity that sort of thing, but you know I guess it can happen. I think people might do that too because you know sometimes when you're first starting off you might have a little bit high of an offer because you're worried you're not going to buy something. Once you've done it for a while you figure out that man there's so much out there you're going to get so many accepted offers. Stay where you need to be unless there was a mistake in the market research at the beginning which is possible. So that happens I guess.

Mark: Yeah, yeah. I mean that's the nice thing about this is that it's really a rare occurrence, right? It's a big market. We don't see this happening a lot. But I will tell you that I know exactly what I would do. This is me. Number one I'd go to the seller and say, "Look we have ..." I would be like what Erik said like, "Look we made an agreement, okay? Is the extra \$1000 worth a loss of your own integrity that you're going to go back on your own word? I know if it was me \$1000 wouldn't be worth that to me to go to bed at night knowing that I spent an hour with this guy. We're from Wisconsin. I talked to you about physical therapy and then all of a sudden I'm thinking you're this nice guy and all you care about is the money. We live in a civilized society Fred. Is your word worth nothing?"

Scott Bossman: I'm laughing because I don't think this would work.

Mark: I mean I would just be beside myself. Then he will be like, "Oh you know it's business." I'm like, "No. If it's really just business I can sue you. We have a verbal agreement. I'm not going to sue you over \$1000."

Scott Todd: The guy would say, "Mark you don't understand \$1000 be okay for you but \$1000 is a lot of money for me. I'm an old man. I'm 80 years old. I really need everything that I can get."

[00:17:27] [indiscernible]

Mark: I would be like, "You know what? 80 years old you're that back line, man. I'm going to bed at night knowing I'm living clean." Now that that being said the second thing is I'm going to reverse it, right? "Number two I've done this in this marketplace. I've given out high offers and then you know what I do, Fred? I trade down. I find all the flaws during due diligence. I string you along 10,14 days. I don't close at 2000, right? Did you put a well in? Are there utilities? Oh, it looks like your neighbors are selling for 1000. Then I go back down and I renegotiate at \$1000. You want to take that chance? Let me know." Then I'd hang up on them.

Then I'd call the person that I know made the offer I'd say, "Look, I've got this guy, I spent an hour of my time and I have a buyer, back off. You call the guy right now and say I know that I sent you an offer for \$2000. It was wrong. My offer is 800 and [00:18:35] [indiscernible]. I'd be on conference call with that guy to make sure that he did it. This is a community. Doesn't a community mean nothing? Is it all about money?"

Scott Bossman: Oh boy. What rant?

Scott Todd: Listen, man, that's collusion and like you could get impeached.

Mark: It's not an auction, Scott Todd. This is not an auction. This is not a government deal, okay? This is not collusion.

Scott Todd: Hey Mark, I want to tell you something though. This is pretty interesting to me because it's funny that Scott brought this up about like you know the fact that this guy has owned this land and Scott is it a county that is popular with other land investors?

Scott Bossman: Very.

Scott Todd: Here's the deal. I was looking the other day in LG PASS because I was running some numbers and I'm like, what is the number one county that land investors are going to? Because on Land Modo, it's like a

large county, right? I looked at it and by far there's like one county that we go to by and far. I think everybody that's doing anything with land investing probably knows what it is.

That said I went to LG PASS on like hey let me take some APA numbers at random and let me run some analytics behind it to see how many offer letters people are getting that are being generated from LG PASS which there's a lot of offer letters being generated from LG PASS, right? So I took I took a number of individual APA numbers. I probably took about 10 of them and I randomly put them in to search to see how many offer letters they've gotten over the last two years and do you know the maximum number that I saw was three. Three offer letters per APA number over a two year period. Now, this is probably one of the most populated or most land investor counties.

Tate: Friendly.

Scott Todd: Friendly counties.

Mimi: It's saturated

Mark: Interesting. It like the most competitive and it's not even competitive.

Scott Todd: It's not competitive. The top was three offer letters over two years. So it just goes to show a couple of things. One, even though there's competition and we're all working in that same county even though we're all there, guess what? We're still not pulling all the gold. There's still lots of gold there. Two, it makes the point that I keep making I make this in Flight School, I make it in VIP rooms at Bootcamp, I keep saying the same thing, when more and more people are promoting properties in this one area, well when other people who don't know look at it and they are like, "Holy cow man there's that area again. There's that area again. There's that area again." It's like the ultimate in like vacation marketing when you see ad after ad after ad for like Hawaii and you see all the stars in Hawaii, where do you want to go on vacation? You want to go to Hawaii. So when you see oh here's another property in that area, oh here, all of a sudden it becomes the go-to place that people want to buy land in. It's a self-fulfilling prophecy.

Mark: Yeah, yeah. So Scott Bossman of all the Round Table responses, which one do you relate to the most.

Scott Bossman: Scott Todd's.

Mark: Scott Todd's.

Scott Bossman: I mean I learned Mark doesn't have a heart. He's talking to an 80-year-old guy who he just had a 1700...

Mark: The 80-year-old guy made a deal with me. Who doesn't have the heart? I just spent an hour with him. You know what an hour of my time is? "Fred, I'm never getting this hour back. You know what it's like, you're 80."

Scott Bossman: To be fair, he was going to go to 2000 and I talked him down to 1750 and I [00:22:28] [Indiscernible] like I said...

Mark: I mean I call the other investor too.

Scott Todd: I think what Mark would have done is he would have been like, "Listen, man, you're 80. You're knocking on heaven's door and you don't have time to make this up. I'm a young guy. I have many, many years to go at peace, so make the right decision."

Mark: Right, right. "If this was your son and your son was buying a piece of land and someone did this year's child what would you say? You'd say, boy, that seller really has no integrity. Let him go." But you know I wouldn't mess with him because Scott you're right it would sound a little callous and cruel to start doing this to an 80-year-old man. But I would go to the other investor and be like, "Next deal is and by the way your offer is way too high." That's what I would do. It's a community.

Scott Bossman: Yeah I think that's great.

Mark: We all support each other, right Scott Todd?

Scott Bossman: I'm going to make that investor take me out to dinner as well.

Scott Todd: Because you saved him?

Scott Bossman: Right, right.

Mark: Yeah I mean Erik how long has it been since you stole that Colorado deal from me? I still haven't forgotten, right?

Erik: And you haven't forgotten and it's been well over a year.

Mark: It's been well for a year and I'll still get deal flow from that. I don't want to deal this way I can just go straight to Erik and be like you know?

Scott Todd: Erik, wholesale him the property.

Mark: He will wholesale it to me. So we all can work together even if somebody you know takes a deal that I feel is rightfully mine, but it's not because Erik took it. Now it's his. I'm just kidding. He didn't really take it from me. It's different. It's not like Eric came in with like this crazy high offer. He just had more patience for the seller than I did. It's fair.

Erik: Indeed.

Mark: I just like to haze him. Well we're now at that point in the podcast where we get to put the 'Terrorist Hunter' on the spot and ask her for the tip of the week, a website, a resource, a book, something actionable for the Art of Passive Income listeners to go improve their businesses, improve the lives. I thought this Round Table was very lively. That was great. But alas one last tip and I'm going to stop streaming on Facebook so the Facebook people can actually go and listen to the podcast, download it, and hear the tip of the week.

Mimi: So I've been reviewing all my expenses. I feel like I've 40 different accounts that I manage, right? So I found this website it's called WhitePages.com. It's just like Intelligence phones but instead of spending 19.95 a month, it's 4.99 a month. So \$15 less, offers the same service. But for 4.99 you get 20 lookups. For Intelligence is 19.95 you get unlimited, okay? So it just depends on how much you use it. If you use Intelligence only 20 times a month or less then go over to White Pages and set your account on there. It also does the reverse lookup too in addition to looking up the person's name. It has their email address, phone number, past addresses, all on the same site.

Mark: That's a great newbie tip too because if they are not doing the mailing volume that really can save them you know a little bit of money 15 bucks. You know for 'Bear Land' Aaron that's like a nice dinner out in Amish country.

Aaron: Or two of them.

Mark: Or two of them really. You know get some homemade cheese. It's great.

Scott Todd: If you go to a restaurant in Amish country do you have to bring your own meat?

Aaron: No. They supply it.

Mimi: You have to bring your own wine. You have to bring your own wine.

Aaron: You have to bring the fire and cook it yourself yeah Mimi.

Mark: That's fair.

Erik: And provide your own matchbox.

Aaron: Wait, wait, okay so our marching band went to semi state this last weekend and we were following one of the buses and the bus stops on a four-lane highway. Just in the middle of nowhere no railroad tracks. We're trying to see around this thing. This bus driver stopped so this horse and buggy could cross the four-lane. I mean just stops all the traffic. It's like really like there's nobody behind us, horse and buggy. Come on. I got a picture I'll send it to Scott Todd.

Mark: I'm making a prediction though. I think that there's going to be like this huge tech backlash and we're going to see all these people instead of going to big cities for vacations and you know they're going to completely unplug in Amish country, no cell towers, right? It could be a thing. I don't know.

Mimi: A lot of people do that here in DC. They go places where [00:27:49] [indiscernible] and completely disconnect.

Mark: Yeah, yeah.

Scott Todd: I think what you're describing Mark is 'The Walking Dead'.

Mark: The show?

Scott Todd: Yeah, the show. The Zombies are coming and when we lose all the cell and everything.

Aaron: And he just spoke like science fiction.

Mark: I was reading this Yuval Noah Harari book !21 Lessons For the 21st Century and he just had this beautifully written line like if you think that you're in control of your technology you're not. He's like technology is in

control of you. He's like they've hacked your mind basically. If you go out in the world you just see everybody like this, you know? It's like we can't control it. It's just they've hacked our mind. Brilliant.

Mimi: When we moved back from Japan in 2008 it was like culture shock and we thought it was so bizarre. Everyone was walking around talking to themselves, right? They had things in their ears that it just looked really weird sitting in the airport. People were just sitting in chairs talking to themselves very strangely. We noticed that our family members would get up, they are married couples, and they would check their phones before they even said, "Hey. How are you doing?" It was very strange, but it was very US-centric. It wasn't so much like that on the remote island that we lived on. It's interesting.

Mark: Interesting, very interesting. Well, Erik, I'm going to give you the final word and now is your chance to kind of take a shot across the bow at Mimi's tip since we are all hazing you.

Erik: Absolutely not. Her tip of the week was perfect and I'm sure she'll do a great job at the tips of the week from now on.

Tate: Nice.

Mark: Well, look how I lobbied that for you. That was perfect for you.

Mimi: Thanks. I appreciate that.

Mark: All right, well Mimi's got her work cut out for her for next week.

Scott Todd: So I think Mimi is good until someone else falls into the rabbit hole.

Mimi: Oh, I got one for you.

Erik: You can still swap back and forth with Zaino though. So don't forget about Zaino.

Mimi: I will check his schedule.

Mark: Jeannie is taking the month off. She'll be back in December. So they can hope that Jeannie Morem will be back. So are we good?

Scott Todd: We are good Mark. We're good.

Mark: We are good. Alright, I want to thank all the listeners and just remind them the only way that we're going to convince Mimi to continue to do the tip of the week is if you do three little favors for us. All you got to do is subscribe, rate, and review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com. We're going to send you for free the \$97 Passive Income Launch Kit. If you have questions today's podcast is sponsored by Flight School. It would have been great to get on the phone with the 'Nite Cap Meister' himself and maybe even convince him to say dude buddy to you?

Scott Bossman: Dude Buddy.

Mark: So all you need to do is go TheLandGeek.com/Training, schedule a call with Scott 'The Nite Cap Meister' Bossman or Mike 'Zen Master' Zaino and learn more about the upcoming Flight School. Scott when is next Flight School?

Scott Bossman: You, Scott.

Scott Todd: We have a Saturday one starting November 10th. Like that's our first Saturday one. It's a Saturday morning. What better way to start a Saturday morning than with me hanging out?

Mark: There really isn't one honestly. I've done the math.

Scott Todd. Then we start it again after Thanksgiving in December.

Mark: Yeah, yeah, absolutely. So Scott Bossman, are there still spots for that Saturday class?

Scott Bossman: There are still spots available for the Saturday class, yes.

Mark: Alright. So it's a great way to start 2019. Get into the Saturday morning Flight School. Again, I actually did IBM Watson and I plugged in what is the best way to spend Saturday morning and it said learning how to have total freedom via passive income in Land Geek Flight School with Scott Todd who has done over 700 deals the last three years. There's no one better to teach you and take you up that land investing mountain. So it's the math. You guys will do it.

Scott Bossman: I concur.

Mark: All right well I want to thank everybody again and we'll see everyone next week. Thanks, everybody.

Scott Todd: Let freedom ring.

Mark: Oh yeah. I forgot about that. You know what Scott, I'll tell you this whole thing guys got me so riled up I even forgot about let freedom ring. All right ready? One, two, three ...

All: Let freedom ring.

Aaron: Ring

Mark: I'm calling Fred as soon as we stop recording here.

Scott Bossman: I'll give you his number.

Mark: Would it make a difference if you he was 70?

Scott Bossman: You know I don't know. I would say no it wouldn't make a difference because that would be ageism.

Mark: It is ageism, right? No, I think it's your ageism you're not holding him to this moral standing. Erik Peterson, are you with me on this? Oh, it's because he's 80 he gets to just do whatever he wants now? He can break a delinquent? He can run red lights? There is a social contract here.

Scott Bossman: I worked with all this all day long, you know?

Mimi: He cannot be true to his word because he's 80?

Erik: I don't think so. What kind of guy is he?

Mark: I mean Scott Todd lives in the area where he's like [00:34:05] [indiscernible].

Scott Bossman Everybody is 80.

Mimi: Like that Florida man.

Scott Todd: No.

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Mark: When you were in Fort Myers.

Scott Todd: When I was in Fort Myers yes I think I was the youngest guy around. But Erik lived there for a while so you know Erik was kind of like the younger guy.

Mark: I feel like Erik is like reversing. He's like that Benjamin Button syndrome. Like I Every time I see him he's getting younger. What kind of stress-free existence is going on in Tennessee?

Scott Todd: We might need to go find out more. We might need to go find out.

Erik: Nashville Bootcamp.

Mimi: I'm up for it. East Coast, whoa.

Tate: I don't know about that. We love you but we know you guys want to spend more time on the best coast. So we'll keep having Bootcamps close to us.

Scott Todd: Hey man listen we might have to have a battle of Bootcamps like East Coast versus West Coast. Like one weekend we like have an East Coast one and a West Coast one to see which people get more...

Tate: The last time two of the most famous rappers did this someone ended up dead. I just don't know if you can handle the results.

Scott Todd: I'm just saying like there is going to be like you two and Bossman, Zaino, Erik, Mimi, and myself. I mean like we're going to outnumber the East Coast side.

Mimi: It will just be Tate and Mark.

Scott Todd: That's their problem, not ours. There are probably going to come to the East Coast.

Tate: I think this could cause some serious contention and strife and I think we should end the podcast now, Mark.

Mark: I agree. I'm going to stop recording.

Scott Bossman: Hey what about the Great Lakes?

Tate: Let's go to lunch. Everybody's hungry.

Scott Bossman: Make an island or something in the summer.

Mark: It's really getting out of control here. This is becoming a Tupac, Biggie problem.

Tate: It's a turf war at this point, Mark.

Mark: It has become a turf war.

Scott Todd: My bath is bigger than yours.

Mark: Let's take this out of here. Thanks, everybody.

[End of Transcript]