



THE LANDGEEK

The Art of Passive Income Podcast With Mark Podolsky, AKA The Land Geek

**Mark and Scott Todd talks with: Erik Peterson - LandOpia.com,
Mike Zaino – TheLandGuru.com, Aaron Williams –
BearLandProperty.com, Scott Bossman – LandBosses.com, 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 TheLandGeek.com and on this week's Round Table podcast we've got the usual suspects, of course, the Big Poppa is in Kona Hawaii right now taking a ... I don't know can I even say a much-needed vacation? Let's just say vacation because the guy's life is like vacation. But we got the 'Nite Cap Meister', Scott Bossman. Scott, how are you?

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

Mark: I'm great. I'm great. We have got 'Bear Land Aaron', 'Bear Land Aaron' Williams, how are you?

Aaron: Grrr. I'm doing good.

Mark: I never get tired of that growl. We get 'The Technician' Erik Peterson. Erik, how are you?

Erik: Excellent. Good to be here.

Mark: Glad to see you. We've got the most feared woman in the country 'The Terrorist Hunter'. Mimi Schmidt. Mimi, how are you?

Mimi: Doing great thanks.

Mark: Great. Then we got 'The Zen Master' breathe in the mailing breathe out the marketing, Mike Zaino. Mike, always great to see you on the Round Table.

Mike: You as well, Mark.

Mark: When he's not saving lives he shows up on Tuesdays and comes on the Round Table podcast and it's much appreciated. Of course 'The Brain', I'm not even going to say 'The Professor' just 'The Brain' the Land Geek Flight School Sherpa Scott Todd from ScottTodd.net, LandModo.com and most importantly if you're not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek Scott Todd, how are you?

Scott Todd: Mark I'm great. How are you?

Mark: I'm great. I'm great. So, Scott, we were talking before the podcast a little bit about the idea of consistency. So, full disclosure Scott has a peloton. Scott 'The Nite Cap Meister' Bossman has a peloton. I have a peloton. Now we each ride it a little bit differently. Scott Todd, talk about your biking sort of methodology.

Scott Todd: So what I do is I incorporate it into my daily routine whenever possible. So I want to show up every single day, six days a week. I give myself one day week where I don't ride, take a day off. But six days a week I'm showing up even if it's for you know because you can do different class sizes like me I prefer the 20-minute rides. Even though sometimes I'll do it 30. Sometimes I'll do 45. Most of the days 90% of my days, 95% of my time is a 20-minute ride. But I think it's so important to show up every single day.

Now I've noticed from stalking like you and Scott Bossman you guys don't do it the same way, right? You know there's other inconsistent habits there which I'm not judging. I'm just saying this does lead us into even our own businesses how we show up there. So just kind of curious should you show up every single day whether it's for your peloton rides Mark or for your mailing or for your marketing or is it okay to just do it like a few times a

week even if you add more time to it or should you bulk mail or do your bulk ads? Consistency or batching the work, what do you think?

Mark: Well let's start with 'The Nite Cap Meister' Scott Bossman. Do you believe in consistency doing a little something every single day in the business or do you believe you can batch it and you know do it that way?

Scott Bossman: Well consistency is what got me where I am today with a side hustle starting with land investing. You need to do something every single day to move the needle. Now, I also believe though that you can do batch work and be consistent. You can have time Scott Todd where you get on that bike and you pedal for 30 minutes at the highest intensity you've ever pedaled and then maybe the next day take a day off, step off the bike, do some yoga, do a little bit different activity. But in the same realm and then the next day get on the bike again. So there's an analogy in my business I guess I try to mail on Mondays. So I will send a big batch out on Mondays. But the rest of the week I'm following up with some of these other things, trying to remain consistent with my land business health I guess.

Mark: Right. So the general the general philosophy then is that you're doing some type of business consistently every single day it just may not be the same activity. You may batch different activities on different days.

Scott Bossman: Right exactly.

Mark: All right. I like that. 'Bear Land' Aaron how about you?

Aaron: [silent]

Mark: Oh, you're on mute.

Aaron: I'm a believer in the consistency. It's something I often struggle with but I have seen you know that consistency brings the results you're looking for a lot more predictably and more often than sporadic maybe batching. I've got a little case study that I can pull from that kind of illustrates that and there's this store right down the street from me. You know they've got a lot of signage and stuff and when you drive by you notice them. But I didn't think about them from day to day unless I drove by that way and every now and then I'd see them on Facebook posting an event or something like that. But in between those times, I didn't think about it.

They've recently in the last month started a Facebook campaign where they're showing up on Facebook feeds every single day sometimes multiple times a day but it's been consistent every day throughout the month. I

don't think there's been a day this month I haven't thought about them. Even if I didn't see them that day because I wasn't on Facebook or something like that you know it still resonated in my mind. So I think that illustrates how the consistency translates to the side you don't see maybe your customer side and that sort of thing.

Mark: Okay, okay. The 'Terrorist Hunter' Mimi Schmidt, how about you?

Mimi: I don't really feel like my business started going until I had that consistency. It helped me create habit patterns and continually doing these things created momentum. For instance on Friday if I don't have my link in for Land Modo deal of the week by 10:00 in the morning I won't get it done. I have to have a specific time. It has to be done between 8:00 and 10:00 because I'll just push it I'll get it done, I'll get it done and then it's like too late. I have to look at my leads every day because if I don't the ones that are hot will start to go cold. I can't just walk away for a day, right? I got to religiously look at those leads and work them through my sales funnel.

I did notice batching does help me find weak points in my process. If I want to see how much my acquisitions manager can handle right I'll send out a big mailing. Okay, let's see where the breakdowns start and maybe I can help fortify her before I scale it to a larger sized business. But I do notice that I do need to start taking like a Sabbath day. I'm not super religious but I have to find a day where I can cut it off and that's been a challenge for me where I'm not doing it all the time or wanting to be attached to the phone because I'm having these conversations with people. So that's becoming a challenge for me on the flip side.

Mark: No, I totally get it. I totally get it. 'The Technician' Erik Peterson how about you?

Erik: Yeah. So I think much like Scott Bossman I would say that consistency really got me to where I am today. You know I've talked before about when I got started and I would spend nights after I'd put the kids to bed and all that kind of stuff and I would do that every night consistently. That's what helped me grow my business. Even to this day I mean I'm still consistent with all the elements of the business, right? So yeah I think it's extremely important in the advertising and marketing area to set up a system, build a team that is producing and getting ad content out there in front of the world on a daily basis, okay? That doesn't mean that you yourself have to be doing that but it needs to happen on a daily basis and there's other elements of this business that have to be addressed on a daily basis. So I think you know as Mimi said following up with leads things of that nature it's also very important.

Again ultimately it doesn't have to be you but early on it is going to be you. There is some level of importance to responding to those leads in a timely manner and not letting them sit for too long because they're going to find another ad and buy a different property. So, on the mailing side of things you know I have I guess less of an issue there being completely consistent where you're sending out mail every day. However, if you do that, if you build a system to send out mail every day your flow of deals is going to be much more consistent and easier to deal with for yourself or your acquisition manager. So it is something to consider. But you know if you want to send out a thousand offers at the beginning of the month or 500 or whatever it's fine. However, you are going to get large groups of response all at once.

Mark: Yeah right. I mean you know we'll bring on a new coaching client and they immediately want to send out you know 10000 offers in the first month. I'm like, "No, no." Because they want that deal flow. I'm like, "No, no. You don't have the systems even set up yet to even handle that kind of volume." So yeah I absolutely I get that. Zen Master?

Mike: Yes. I think this consistency issue does boil down to some of the... Well, one thing everybody keeps bringing up is habits. I think the fact that you create daily habits. So I guess I'm more in line with... You know it reminds me I saw this podcast, no a Ted X talk this guy, I think it was Tim Harford I think that's who it is and he talks about slow motion or something multitasking. Basically talks about you know a lot of people say you shouldn't multitask. But I think that when you're in the mindset like of doing you know of following patterns and habits and consistent it's going to transfer to all areas of your life. So basically in this podcast or TED talk he was talking about how someone like Darwin who would be focusing on something like really deep but then he would go study something else like I don't know like the anatomy of the worm or something I forget what it was and that would kind of bring more creativity back to him. So he was always going from one thing to another with that consistency.

So I think whether it's the peloton or whether it's the land investing I think if your daily life includes like diving deep into things and staying consistent and really exploring then I think you're going to grow much quicker. I think that with our business model that mindset comes out in like again like habits. I think system is another word for consistency. We talk about automation and delegation and all that but the systems is really where we're going to ensure our daily habits and therefore our consistency. So, I think the highest use of all of us, right, we always talk about this is building our system because then it's plug and play. We don't have to worry about well do I have to do this today or that today? It's being done and you're just

tweaking that system. So yeah I believe in consistency, absolutely. I think that you have to have these daily habits you know build systems and also I think it's like...

The reason I brought up that slow-motion multitasking this guy I think it was Tim Harford was his name was a really cool, small, quick, Ted Talk. It's just because you know we talk about building this model of land investing but then what? So it's all built and then what do we do? None of us to sit back and don't do anything. We all find other ways to kind of implement deeper, right? Because the land investing can go in so many different directions. So if we have this creative discipline mindset then we're always going to be progressing. So yeah I mean ...Boy, I just jumped all over the place. But I think absolutely daily habits, consistency, systems it's all the same you want to be in that mindset. So you know Scott's getting up every day doing the peloton you know I believe in that too. I've rode a while almost every day. Just do a 20-minute workout and then jump on the shower, feel great, come back. It sets the day in motion and keep rolling with those habits throughout the day and that consistency.

Mark: Yeah absolutely. I know for me like I don't feel right unless I do certain things every single day. You know like I'll admit I might be a little OCD about it. You know I'll use the ABS streaks so like every day I'll meditate like every day. Every day I'll do some type of workout. Every day I'll journal. Then, that kind of leaks into other parts of my business where every day I'll do some marketing, every day will do some deal flow. Now that doesn't mean we might not batch it on one day but we'll definitely get it done. I'll batch say my emails for the week on a Sunday. I'll spend an hour in the morning and just write the emails for the week.

So, you know I'm consistently doing sort of the same things on the same days and at the same time. So some things are small and I'm consistently doing them every day and some things are a little bit bigger and I'll batch them. So I try to check email only twice a day so that I'm not getting hijacked by the dopamine hit of constantly checking email which for me isn't very productive. Even though I might get a little dopamine hit.

So I think that you know like what Scott Bossman was saying like a hybrid model of it will work. But I think going back to Scott Todd's original point you have to consistently do something every single day and find out what works for you. Erik Peterson brought a really good point to build his business he had to consistently mail and market. Then you know Mike consistently built the systems. Mimi, consistently both the systems and Mimi even said it wasn't until she got consistent that it really started to move the needle. So I think that ultimately Scott Todd what's the moral of the story?

Scott Todd: Well I think that Scott Bossman really everybody but Scott Bossman said it, Erik said it too. You got to be consistent it's the only way to grow your business. It doesn't matter if you're batching don't work and doing 250 mailings on Monday or you know writing all your ads and let them drip out that's okay. The most important thing is that every single day you're showing up and you're committed to building your business because ultimately that's what you're building. You're building that business.

You're not buying a property. You're trying to build a land buying and selling machine and if you're focused on that piece and you show up every single day, in the beginning, it's going to be a lot more work. But then as you start to pare down off of it and you start to build your teams well then the work will begin to change and you'll be able to continue to grow.

Mark: Yeah. I haven't read it yet or listened to yet but I did download James Clear, *Atomic Habits* on Audible. Has anybody read that? It's supposed to be great. I think Charles Duhigg also has a really good book on habits. But, are habits really the same thing as consistently building your business? I guess it could be. I mean Mike Zaino, what do you think?

Mike: Only if they are the right habit, yeah you know?

Mark: The right habits, yeah.

Mike: You know what? I think it's funny but kind of jokingly but truthfully like okay like here is a good quote remember Darth Vader? I know that Scott Bossman will like this as we say I find your lack of faith disturbing, right? Well, the reason why people wouldn't stay consistent and build these habits and stay consistent with the land business is maybe they don't truly believe in it. You got to believe in this. This is a real model. It works. Have the faith that you know we're not here just you know talking about things that we're not doing. We're all doing it, right? We're all successfully doing it. This is a real model that really works. So you've got to have that type of faith to stay consistent I think.

Mark: Yeah I know absolutely. And it's so funny as I was talking to one of my mentors and he was saying, "Mark you know investors only fail for like six reasons." Then we started listing the reasons and they all kind of made sense and it was just kind of interesting but it only boils down to six ways you can really screw up making sort of an investment. I think for our business there's only maybe two ways you can screw up your land business and one is not being consistent, right? The other one is just I guess is it just quitting, right? I don't know. I don't know of any other way you can sort of

just not be successful in this business. Mimi, I love telling the story about your Bootcamp. Like one of your batches of offers had zero on it. What happened? Oh, you're on mute.

Mimi: I still got accepted offers.

Mark: You still got accepted offers. So I mean even when you kind of technically don't do it right. She sent the mail out, right? So essentially she did something and still got a positive result from it. So I want to really think about this like what are the ways that you can really screw up the land business?

Mimi: Don't pay attention to your expenses.

Mark: Not paying attention to expenses.

Mimi: Not negotiating, always ending up on the poor end of a negotiation.

Mark: Overpaying.

Mimi: Overpaying, underselling.

Mark: Yeah but I mean how is it possible if you work our model, right? So you look at the comps you divide by four how are you going to overpay? I guess if you don't check the back taxes. There's got to be something in there but even then you would learn from that mistake and you would be better the next time. You might fail on one transaction but that won't kick you out of the business.

There are very few things you can do in this business that are not solvable, right? So for example, if I'm doing a multi-family deal and I screw that up I may never recover from that. I'll go BK, I will lose investor money, my reputation is down. I may never recover from that one deal. In our business that's not how it works. So it's interesting. Maybe we'll do another Round Table just on that. I don't know. What do you think Erik Peterson?

Erik: Yeah, I think it's on the agenda actually. We talked was it last week about having a discussion about some mistakes we made along the way? I think that's kind of ties into what you're talking about.

Mark: Yeah, yeah absolutely. Scott Bossman?

Scott Bossman: I would just say a common theme lately I'm hearing in the group is I think people are fearful. So I think fear is a huge barrier.

Maybe this is a new venture. Maybe they're not a business person. Maybe they've never done anything real estate. Maybe they come from a family where you know everyone is educated and they go to a four-year college and they end up with a job from 8:00 to 5:00.

That's just it's probably another conversation for another time but people are fearful think to purchase their first property even though the numbers add up. So there needs to be some faith in what you're learning and like everybody said you've got to take a leap of faith and not have that lack of faith. I think in this community it's easy to have faith because you see the proof. I mean you see it every day with the posts from people who are having success.

Mark: You know there's like an overwhelming amount of proof to the point where like I'm getting to the point like comparison is a thief of happiness. I'm like, "Wait a second. I didn't get those kinds of numbers this week. How is you know Roberto Chaders doing it? He's just in coaching." So it's insane, absolutely.

Which kind of leads us to a nice segue of today's podcast is sponsored by Flight School. If you want to learn how to go up that mountain of land investing quickly, safely, efficiently, then you've got to learn about Flight School. Have Scott Todd Sherpa up that mountain. Learn more or just go to TheLandGeek.com/Training. Schedule call with 'The Zen Master' or the 'Nite Cap Meister' and you guys will figure it out together as well. Then, Erik Peterson, you want to remind everybody about the Tool Kit. Erik?

Erik: Yeah I'll add a little comment about that. So I think you know for some people Investors Tool Kit is the right place to start and it's where I started. There was no Flight School at that time but it's a good introduction and kind of overall picture of the business. It gives you the tools that are needed to get started. What's missing there is the accountability piece and someone like Scott Todd you know looking over your shoulder and pushing you to get your mailings out. But it's also a great way to get started.

Mark: You know absolutely it's a great start. The only problem with these do it yourself sort of programs is that you have to have so much self-discipline and so much confidence that you can do it on your own. You know the numbers are there it's like a 3% success rate. So congratulations Erik Peterson for just taking the Toolkit and being able to succeed. That being said you did go into one on one coaching.

Erik: Absolutely.

Mark: Right. So it's a tough thing to do and you know I don't want to bash the Investors Tool Kit. I think it's a great you know base of fundamental knowledge when everybody comes a Bootcamp everyone singing from the same song sheet. But if you're really serious about getting to the next level then you need then you really need the accountability of Flight School. Because having that and being able to just have a question to somebody who's done... I don't know Scott, over a thousand deals now? Over a thousand deals just to know you're doing it the right way like that's priceless, right? So, you know I think if you're going to do something do it the right way. Even 'Bear Land' Aaron mentioned that we did update the Tool Kit. It's even better. But we're constantly always updating. So you know it's better than nothing. I would say that. Right Zen Master?

Mike: Absolutely. I mean it just depends on the individual, right? Obviously, the quickest route to success is the Flight School. I always tell people you know you don't necessarily need the Flight School but you want it. I mean we have people that come to us that are already doing three or four deals in a month and they go through Flight School and they're blown away. Because really what Scott's showing them is how to build the system, right? I always tell people one thing I didn't really like in college was when you would read something and go to the auditorium and the professor would put it up and then they would read it to you, right? It's like you just study this and now the whole presentation is just them reading it to you.

So I always tell people the Flight School is not Scott Todd reading you the Tool Kit. It's not that. He's not going to sit there and pull out, "Okay today we are going to go over this." It's really hard to build a business from the back, how to implement that into a true functioning. We're mirroring somebody who's really successful which we all know everybody knows it right? You want to be successful... what do you say? Scott leaves clues so you follow. You just don't give them the clues you give the whole recipe. So that actually is better than clues, right?

Mark: Yeah absolutely.

Scott: Mark it's funny because in Flight School the one thing I tell them is look, the Tool Kit is good but it's really designed to be like the self-starter version. Now we're going to kick it up a notch and go into kind of ninja mode. So it's the first level in ninja mode which is here. We're going to help you take the Investor's Tool Kit which is a very, very intensive piece of information and we're going to pull out the most important components of it and we're going to execute on these things so that we get the ball rolling. I mean you could go through the Investors Tool Kit for months and not take

action but in Flight School we take action because we're shortcutting. We're pulling up the gems that we need. It's already done for you.

Mark: Yeah absolutely. So to learn more just go to TheLandGek.com/Training and schedule a call. Which now leads us to our tip of the week: a website, a resource, a book, something actionable maybe even a quote that the Art of Passive Income listeners can go right now improve their businesses, improve their lives. I thought today's Round Table discussion was lively but now we get to pick on the 'Zen Master' Mike Zaino for his tip of the week.

Mike: I do have a quote because I know how much Scott Todd loves them. But this relates actually to the Flight School and what we were talking about. It's this idea of you know 'if you're persistent you will get it if you're consistent you will keep it'. So the whole idea is you can do one deal we are always talking about it yeah you can one do one deal but that doesn't typically move the needle for anybody, right? You know you just do a deal, do a deal there. But again so the quote, "If you're persistent you will get it if you're consistent you will keep it." So the whole idea of Flight School is that consistency, right? Scott Bossman and I talk about it creates that... You know actually, we didn't say this one of our one of the attendees said it creates accountability, accountability brings a habit which brings discipline which brings results, right?

So that's what Scott Todd always says you're moving your feet. I would say the Tool Kit is like the Wikipedia it's like it's all factual data on land investing, right? Great, but now implement it right? Now get your feet moving and do deals. Well that's where Flight School comes in, right? You're investing. You're consistent, right. Of course, the persistence is good, right? You want to you know stay diligent and get it done but then keep doing it and don't just keep trying at the same level keep scaling it. That's why we talk about our micro niche, right, which is automation and delegation. We are not just land investors we are system builders which is even more powerful and I think that's awesome.

Mark: All right. I love it. I love it. All right, well I thought today's podcast was awesome. I want to thank the listeners. I want to remind everybody the only way that we're going to be able to cajole Scott Bossman and 'Bear Land' Aaron to keep showing up for the Round Table is if you just do us three little favors You've got to subscribe, you've got to rate, you've got to review the podcasts. 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 course. All right, are we ready? One two three.

All: Let freedom ring

Mike: It's so much better in person.

Aaron: I wasn't even part of that one and it was like crazy off.

Scott Todd: I was muted.

Aaron: You guys did great.

Scott Bossman: Can we go back to this peloton thing for a minute because Scott Todd I want you to look at your total miles and look at my total miles and I want you to count your number of workouts and count my number workouts. I am on your tail, man.

Scott Todd: Wait a minute. Wait a minute.

Mike: This is still being recorded.

Scott Todd: Hold on. Hold on. So we're talking about miles here. So like we can pick whatever metric we want to pick. Let's pick a metric number here, shall we? I'm not saying you're not doing a good job. However, let's go to this.

Scott Bossman: Intensity, let's talk intensity.

Mark: I will say though Scott Todd...

Scott Todd: What is your average resistance on your last ride?

Mimi: Oh my God.

Scott Bossman: It was high. I don't know. I've got to look at it. I rode last night. I can pull it up. You totally have it.

Scott Todd: Oh, let's look at it. Here we'll share the screen and let's look.

Erik: This kind of reminds me of an old enterprise value total deals kind of contest that happened a couple of years ago.

Mark: Yeah, yeah.

Scott Todd: Cycling workouts. We've got 20, Scott. Okay, that's good. That's a good start. Five-minute post-ride stretch last one of your 20. Okay so let's go to a 30-minute ride here.

Scott Bossman: Look at the three medals I got, three medals.

Mark: Wow.

Scott Todd: All right. So you got you got three medals one of which is a personal best medal. That's great. 10 miles, great. 457 miles. Average resistance 59. That's good. That's really good.

Mark: 49, that's really good.

Scott Todd: I'm sorry, 49. I apologize, 49. Total output-

Mark: Wait, Scott look at the average cadence though at 4981. He's working hard.

Scott Todd: 4981, right. Okay, that's a good workout right there. All right, no problem.

Scott Bossman: I silenced him.

Scott Todd: Hold on man output. Output, best wattage 296. All right, so let's just take a few of these numbers here and let's go back to see.

Mimi: You got him started. You got him started.

Mark: Oh no.

Scott Todd: Hold on let's see here.

Mark: By the way, Scott Bossman total output envy is a thing now.

Scott Todd: Okay. So Scott, see I ride 20 minutes rides not 30-minute rides so your mileage will be more than mine. That's by its nature. My average resistance is 52 percent not bad. My average cadence ... What was his Mark?

Mimi: 81.

Scott Todd: 81. So I'm at 73. So he beat me there. Output is going to be higher. But my best wattage 462, baby. 462.

Mark: You must have pumped up that average resistance into the 70s to get that output.

Scott Todd: I did yeah. But look at the consistency, ready? Let's look at this.

Scott Bossman: [Indiscernible] [33:42] bike after this

Scott Todd: Monday, okay. Tuesday, Monday, Sunday, Friday, Thursday, Wednesday, Tuesday, Monday, Sunday. Oh, wait we didn't have to do it that way. Let's go over here to the calendar. Look at all these medals. Hold on a minute. Look at all these medals, man.

Mark: Wow.

Scott Todd: Wow. I've got them all.

Scott Bossman: You've got them all.

Scott Todd: I don't have them all but not all of them. Here let's go down to the good ones. 10 weeks consistent, 10 daily streaks, weekly streaks, social streaks

Scott Bossman: Show all your medals, Scott Todd. I know you did a little bit...

Scott: I'm showing them, baby. You're doing good Scott. You're doing good. You're doing good. I'm really proud of you. But I will take full credit for this one thing. I have a vox from last week where I called you and Mark out and I said, "Step it up babies let's go."

Mark: I did have an excuse for why I wasn't consistent. My pedal broke and it got fixed. Since then I've been doing it.

Scott Todd: See what he should have done was he should... Personal account of what happened, Mark. Going down to the peloton store that day and saying, "My pedals broke. I need a replacement." He could have picked out a bike up and carried it in.

Mark: Oh man.

Scott Todd: Good job. I'm proud of you.

Mike: You know what they should do. So you're riding a bike like a TV show comes on you really love but if you get below a pedaling speed it starts to go off. You have to keep pedaling to keep the show on. That will probably motivate you, right?

Scott Bossman: Yeah, maybe, yeah.

Mimi: Some motivation.

Mark: Yeah. I did think of that by the way with a buddy of mine. This is like back long time ago. The idea was you have to bike at a certain level, right, like one of those recumbent bikes to continue your video game. You're playing a video game like Xbox but as soon as you stop pedaling it stops.

Scott Bossman: I love it.

Mark: So that way you get a workout and your video game fix. So you're being productive while you're gaming essentially.

Erik: Plus you get tired so you can't sit there and play all day

Mark: Exactly, exactly. Exactly. So all of us with teenagers are like shaking our heads. Like can you imagine if my kids were on it fortnight for 45 minutes how exhausted they would be, what work out that would be to be done for the day?

Erik: Yeah, they would be done for the day.

Mimi: They would.

Mark: They would be done for the day, yeah. Kind of brilliant.

Mimi: Yeah.

Mark: All right I'll patent it. Okay. So I think it's already out there actually. I think there's something out there like that. There are no original thoughts. All right, well I want to thank everybody. Thanks, everyone and see everybody next week.

[End of Transcript]