



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

**Mark and Scott Todd 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 TheLandGeek.com and on this week's Round Table we've got the usual suspects. You know him as the 'Nite Cap Meister' from The Land Geek, Nite Cap Scott Bossman. Scott how are you?

Scott Bossman: Good Mark. How are you?

Mark: I'm great, I'm great. We love it when he calls you big Poppa; I love it when you call me 'Big Poppa' Tate Litchfield. How are you Tate?

Tate: Doing really well, really well.

Mark: Nice. We've got the 'Technician' Erik Peterson. Erik how are you?

Erik: I'm excellent, thanks.

Mark: Awesome, and of course the 'Bear Land' Aaron. How are you Bear Land?

Aaron: Grrr. Good and you?

Mark: Good. And of course the most feared woman in the country 'The Terrorist Hunter' Mimi Schmidt. Mimi how are you?

Mimi: I'm doing great.

Mark: And of course last but not least, you know him, you love him Scott Todd, from ScottTodd.net, LandModo.com and most importantly if you're not automating your Craigslist and your Facebook postings PostingDomination.com/TheLandGeek, here's your 'Sherpa', he's the 'Brain', he's the 'Professor', he runs Fight School. Scott Todd how are you?

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

Mark: Good. Do you ever get tired of that intro by the way?

Scott Todd: No, but I kid you not every time you say it I'm waiting for like you just said the professor and I like to think of it us Gilligan's Island and Mary Ann, I'm waiting to be called Mary Ann. Like it's just a matter of time.

Mark: Do you want me to drop the professor?

Scott Todd: No, no it's okay, it's all right, it's all good.

Tate: It's good for his ego.

Scott Todd: Listen that's why I show up to this call it's because it feed my ego. Like I leave this call, I leave this room and Mark you know.

Tate: I respect that. I respect that you're owning it.

Scott Todd: Your family is like who are you? Like dad you're nothing man, but here I add value.

Mark: Yeah, I know it's true. I was taking my son to school the other day and he started mocking my YouTube channel. He's like, "Dad, you only have 8000 subscribers. That is so weak."

Scott Todd: Yeah.

Erik: Did you ask him how many he had?

Mark: Well, of course not. Of course not because, you know, I try to be very sweet and kind. I really reserve all my sort of teen angst to project onto Erik Peterson and for 2019 I'm trying to be kinder and gentler.

But that being said we've got a great Round Table topic it's going to be Case Study Round Table. We're going to talk about the last deal we did, how we bought it, how we sold it and the numbers and it's going to be sort of like let's put you on the hot seat. So who should we start with? Why don't you start with the 'Bear Land' Aaron? 'Bear Land' Aaron, last deal.

Aaron: Oh, the last deal was for 40 acres and I bought it from I think just a widower. I remember I sold it... Are we doing numbers and everything or what are we doing here?

Mark: Yeah, like what you paid for it.

Aaron: Okay.

Mark: And how did you buy it? Did you through mailing, did you go through a wholesale deal?

Aaron: No, it was from our mailing process and it was you somebody contacted me back. The nice thing about it was that the taxes; she'd been keeping the taxes up on it. So I don't know necessarily how she got in the list unless she was just late on the last payment or something but the taxes were all paid up. It was a 40 acre I bought for like either 4000 or 3900 and I put it out there for about I don't know like 1600 bucks or something like that it's kind of a slow county. So I did have it for a little bit and then I just decided I was tired of looking at it.

So I put it on sale and I put a couple of ads out there that it was reduced and within like a day, actually it was within a couple days it was on Christmas. No, when was it? It was like Christmas the guy put a deposit down on it and I called him after that and then we had several conversations back and forth. He likes to invest in land he just collects because it's a great investment and we spent some time then he looked at a whole lot of other properties that I had and ended up settling on one more for the moment and then so we processed that. So we added that to the deal. Now there's a bit of time that elapsed in between, all of the speakers were going back and forth but then we ended up closing on that. So between that 40 and another 5 acre property there's a \$297 a month payment for the next 60 months. So I'm pretty happy about it.

Mark: Nice, very nice deal. And how did you sell it, on what platform?

Aaron: It was a click through from LandModo to my website.

Mark: Very nice.

Aaron: Yeah.

Mark: Awesome all right Scott Bossman the 'Nite Cap Meister' your last deal how did you buy it, what did you pay for it, how did you sell it, what were the numbers?

Scott Bossman: I bought it through my mailing process. So 1.25 acre parcel for \$1500, no back taxes and it's an area that I know somewhat well, but I did a little search on the neighbors and saw that a neighbor owned three of the adjacent properties and got lucky on BeenVerified I got his email address and dropped him an email and he wanted it. So we did a cash deal \$4500 cash on my \$1500 purchase. So it was a pretty easy transaction, it was pretty nice and I guess the lesson in that is don't underestimate the neighbors. When you get a lot look into those neighbors right away and I've been using BeenVerified to my benefit with that, with the email addresses, phone numbers. You might get six or seven phone numbers but give them all a try and see if you can get hold of the neighbor. So that was a sweet one.

Mark: I love it. That's going to be a lot of makers mark for the Nite Cap.

Scott: It's going to be a lot of makers mark.

Mark: That's good. Let's go to the 'Technician' Erik Peterson last deal.

Erik: Yeah. So this one this was a bulk deal purchased back in I think early 2017. I sold I think six of those properties fairly soon after and sold the remaining four shortly after that. The remaining four the buyer defaulted later on and they came back to me and I submit these properties are in my QRP. So it was a bulk deal in my QRP \$460 apiece for each property.

So I had these four, they were sitting around for a while; I didn't really put a lot of focus on them. I think all of 2018 they just sat around and did nothing. I paid taxes on them and they were just there and I put them out in a deal of the week I guess it was last week and they sold right away. I got \$100 down, \$250 doc fee and \$125 a month for 80 months works out to about 400 and something percent return, not to mention the default that happened

earlier. So they were kind of slow movers but probably partially my fault for not putting a lot of focus on them but nonetheless put them out for the deal of the week and they went right away.

Mark: I love it, I love it and that kind of reminds me if you want to learn how to craft a deal of the week email so you can sell property in hours or how to target the neighbors there's a little thing called Flight School. All you need to do is set up a time with the 'Nite Cap Meister' Scott Bossman or the 'Zen master' Mike Zaino just go to TheLandGeek.com/Training and learn all about the land investing goodness of Flight School; TheLandGeek.com/Training. We've got to go to the 'Terrorist Hunter' Mimi Schmidt.

Mimi: I bought a bulk deal in this county. Half my deals are wholesale and half I buy through mailings I would say probably August this... I can't remember if it's '17 or '18 and this one had an ATV path going through it wasn't a road. I talked to everyone at the county it was not a formally filed road it was just ATV path and so people would shy away.

But my Facebook poster he and I have very different ways of running Facebook sales and so I like to have conversational selling when I wholesale through Facebook whereas he wants to someone says they are interested he immediately wants their email and to get their email they move over so then they'll end up in my buyer's list. They all end up on the buyer's list but anyway I thought I'm not going to micromanage him I'll let him do it. So last Friday he said okay here it's 5 o'clock you're not done with your day go call this people and they wanted to buy the property and so I filled out the paper work out that night. So I bought it for 1500, sold it for 199 down, \$99 for 48 months. So I bought it for 1500 and sold it for 5000. Well yeah, good.

Mark: Nice.

Mimi: Yeah, I can do this all day because all I really have to do is talk to him at the end.

Mark: Yeah, yeah absolutely. I have a feeling that people who are listening to the podcasts right now that are coming from other real estate niches like their heads are about to explode. Like what do you mean you're buying property for \$1500 or \$450 or \$1600? Yeah, those deals are out there all day long, it's a pretty insane model. But someone who is not insane is the 'Big Poppa' Tate Litchfield. Tate walk us through your last deal.

Tate: So my deal we bought this property in 2016 actually from a direct mailer we paid \$950 from it. I don't know if it had taxes owed on it when we

bought it but 950 was the price that we paid. We'd sold it a few times and had it come back to us and most recently the sale that we just had, actually was kind of an outlier. It's not typical that we sell land this way we just had it up on the website and somebody found our website without having talked to anyone, bought it, made the down payment and I got an email saying hey this property sold. Sent the guy an email congratulating him, asking him for his documented information so we could prep his promissory note, purchase sale agreement, and land sale contract. He sent it over and we got an email from him actually yesterday saying he wanted more.

So it's kind of a weird situation. I mean, it's not often that we sell property off our website and it was good. We bought the property like I said right around \$950 or \$1000 and sold it for 150 down, 150 a month for 48 months. So it's a great, great deal bread-and-butter kind of transaction. The best part was we've had our money out of it for about a year and a half now so this is pure profit at this point. So 150 bucks a month I'll do that like Mimi all day long baby.

Mark: Yeah, and that will pay for probably a nice lunch.

Tate: Diapers. It pays for diapers.

Mark: For diapers, yeah exactly, exactly. I've got to go to Scott Todd your last deal?

Scott Todd: Oh man. All right so my last deal happened fairly quickly. What happened was we had a guy that I've been buying some bulk deals from and over the last probably year and a half I've bought I don't know how many countless properties from this guy and he had two that he was actually holding onto. Like two of his premium lots that he did not want to sell. I think he is a former land investor himself so he actually I think had sold these or something and then they stopped paying and so we basically became the owners of them because we bought them from him.

Now these are not my typical deal in fact. This one that I just bought in January gave me heart burn because it is a 0.63 acre property and he wanted \$10,000 each. There are two of them side by side he wanted \$10,000 apiece and I was like I don't know man that's way outside of my comfort zone. I'm like typically I'm selling land for like \$7000, I'm buying for like 1600 so to pay \$10,000 for one property I thought it was nutty and my team basically said look, we will sell these things, we will sell them for \$25,000 and I'm like I sure hope you're right man like okay, let's do it.

So I listened to the team, we bought the properties in mid-January. Well what happened was so we bought two of them \$20,000 but this one that we sold was one that we paid \$10,000 for has \$9 of delinquent taxes. So I paid \$10,009 all in on the investment. We sold this property yesterday and this property sold for \$33,800 so they out delivered themselves, okay. They got \$2500 down plus the 249 doc fee, leaving a balance of \$31,000 over the next 84 months and it works out to a \$373 a month which I think is a car payment or maybe half a car payment if you want to drive an expensive car. I don't know it depends on your car payment; it's a nice little deal.

Our annual yield is 58% on that money. So every year for the next 84 months I'm earning 58% on my money and I think what's even cooler about this is somebody that found the land on Land Modo. So they found it on Land Modo, they contacted us on January 30, which was last Wednesday and they bought yesterday. So it's not instant, it's shorter than my average two-week cycle in order to from tunnel to lead to a sale is less than that but five days not bad and I'll take that deal, I'll do it again.

Mark: Yeah. You know what I love about that case or that what's the word I'm looking for I just... we're having a senior moment.

Scott Todd: Like the case study, the deal.

Mark: It's the case study. The case study is that you really highly perfected larger deals it's just relative. They can be done and people will have no problem buying properties at higher prices and they all sell. So don't be afraid of those larger deals either and I think it's probably a good idea to have variety in there as far as price points. What do you guys think?

Scott Todd: Well I would say Mark like this is an area I've worked in for a while. It does give me some heartburn, if you will, to think about how much money is going. Last week we talked about the deal that was purchased wholesale that one also gave me a little bit of heartburn but they are working well and I think that really what it comes down to sometimes is one you stretching your comfort zone a little bit. Like if you're more comfortable with smaller numbers well then you can hang out in the smaller numbers kind of like what we talked about. If you like bigger numbers... I mean I do think there is a point in which you start to lose the efficiency of the market because if you think you're going to go buy a million dollar property for 30 cents on the dollar you're not going to. So it becomes kind of a discounted rate but I think that really what it amounts to you're really limited based on how you see numbers so don't be limited, don't limit yourself.

Mark: Yeah absolutely and I've got to give a shout out to Erik Peterson's talk about limiting beliefs. You know he recommended a while ago this book by David Goggins, *Can't Hurt Me* and I just started it and man I have lost all complaining privileges. Like this guy has been through some stuff and it just highlights like it's getting out of your comfort zone and what you can accomplish and you know the mental game. It's really been a great listen so far. So again I hate to give Erik Peterson a complement but it's just you know I have to.

Erik: It's okay we can delete this part.

Mark: You know we'll edit this out for sure yeah, but at least you know Erik.

Erik: Yeah.

Mark: Right. All right well hopefully everyone is getting a lot of value out of the Round Table and the case studies and everyone will learn something to apply in their business and if you are getting value it really helps us the biggest favor you can do is to 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* course.

And now our favorite segment of the Round Table Podcast is when we get to put a member on the spot and ask them for their tip of the week: a website, a resource, a book, if Zaino was on the call even a quote something actionable for the Art of Passive Income listeners to go improve their businesses, improve their lives. This week again she's been very generous. Mimi Schmidt what your tip of the week?

Mimi: Okay, so I'm trying to inject urgency into my deal of the week and I thought I would research some different timers and when I started I had no idea how to do it. So I started about three weeks ago the first one I tried is called Sendtric, S-C-E-N-D-T-R-I-C.com. So I tried it a couple of weeks ago and then I looked at my own email what came in and you know how in the preview box when you get an email and you have to download all the pictures well the timer had done that I was bumped. So threw that one out of the window.

And so then last week I tried this one called MotionMailApp.com and it looked much better. So I can customize four different ways what the timer looks like up with the timing in there and then I save the timer. I mean all their timers seem easy to use, they create this URL that you paste in for the types of MailChimp or mail alerts whatever you use. So this one the picture stayed up. When I got the email I could see it ticking away on the timer and

I will tell you I was so impressed. You could customize the background color, you know I actually like them all simple one but I was really impressed with all the options I could get for free and it worked the way I wanted it and my open rate on my emailing this last week was 33½%, which is really big for me.

Mark: Wow.

Mimi: Yeah, the click through rate was 15% so I was really excited. I think that's part of my heading too I really like the heading that I used. So I definitely like this one a little better. It actually puts its logo in the timer at the bottom of it which I didn't particularly like but everything else works so well and it was so easy to use that I liked it. So that's tip MotionMailApp.com for timers in your deals of the week.

Mark: I love it. Tate Litchfield thoughts?

Tate: This is a home run. I like it because this is one of the biggest. At Bootcamp we often talk about creating urgency and having that call to action and this looks like a solution to that for a lot of people using Mail Chimp. I mean AWeber has something like this integrated into it and some of the other ones might as well, but this is pretty slick. It probably works on most platforms so bravo.

Mark: Wow. Erik Peterson?

Erik: Yeah, I like it. You know on my landing pages just like a lot of us I'll use a countdown timer just like this so why not incorporate it right into the email as well.

Mark: Yeah absolutely. I would say that this is really an important element in your marketing and then if you are not using it you are missing out on a huge opportunity. Scott Todd I'll give you the last word.

Scott Todd: I like it. I'm going to start using it.

Mark: Yeah.

Mimi: Wow, I've got the sweats. I'm going to have to take my sweater off.

Mark: Yeah, I feel like Mimi has morphed into the new Scott Todd because I remember like Scott would come out with like these tips the week. Like every week he was like you're just on fire, you're on fire like there's like a great tip after great tip and Scott I think you passed on the baton.

Mimi: You know I'm trying. Now you've set the bar way high.

Scott Todd: All right I don't know why you said that. I'm glad Mimi is doing it, like one less thing for me to do.

Mark: Yeah absolutely and like the pressure is off because...

Mimi: Are there others that you guys have that you use that you'd like...?

Scott Todd: Oh it's this one; this one you just mentioned is what I use all the time. This is it, thank you. You confirmed everything I knew.

Scott Bossman: I like it Mimi a lot.

Mark: 'Bear Land' Aaron [00:25:31] [indiscernible] ConvertKit?

Aaron: Yeah, it works well with ConvertKit.

Mark: Man, I've got to reevaluate some of these tools I'm using. I'm using AW ProTools with AWeber and they have like a mobile countdown timer. This thing I mean I even forget how much I'm paying for that this might... well I don't know.

Tate: And this is free if it's branded, right Mimi?

Mimi: Yeah, it's true. Like on Centric I had to set up like another account so I've got to sign in with the user name and password. This I go right in and build the timer request, you know save the name. I can create an account to save all of them if I want but it's just easier I can create the URL comfortably.

Scott Todd: Hey Mark when you're evaluating your tools you should really, really evaluate that computer that you're using and skip over to this one. I'm just saying.

Tate: I knew it was coming.

Mark: I feel like [00:26:31] [indiscernible].

Tate: Now you've got a lot of samples to send out.

Scott Todd: No, I don't actually because I use both of them. I have two so I use both of them, they are like near and dear to my heart, I love these things and they've been producing joy solidly since November.

Scott Bossman: There's a timer on that thing until destruction.

Mark: Exactly.

[00:26:57] [indiscernible]

Mark: Exactly right. Well you enjoyed the Surface on your Windows 98 platform that just stacked up on stack, layered and layered of you know basically obsolete software and complete bloat but I will give it to you the hardware does look very nice and you do get that little pretty pen and it's great.

Scott Todd: Listen, it's all about the experience. So I can tell you that the experience is great and it's not about my experience. Whose experience is it about Mark? It's about our Flight School students' experience. It brings them joy because it brings them such great tools and the ability to learn.

Mark: You know I love it.

Tate: Much ease.

Mark: When I'm monitoring the Flight School classes every day I'm looking for the screenshot where the Surface just stops and just says you have a virus. So it hasn't happened yet, it's great.

Scott Todd: Yeah. Just reevaluate that, just be honest to yourselves it's okay and put Mimi's tool in the place too.

Mark: What do you mean?

Scott Todd: The Motion tip she just gave us.

Mark: Oh, I thought that...

Scott Todd: The Motion Mail App.

Mark: ...Windows won't do anything that's not proprietary.

Scott Todd: No, that's Mac.

Mark: Oh [00:28:25] [indiscernible] good one.

Scott Bossman: See, well played.

Mark: Well played. Well I thought this was a great a Round Table discussion. Hopefully everyone again is getting value. I want to thank all of the listeners. Again if you want to learn more about Flight School and see in real time the power of Scott's new toy the Microsoft Surface you've got to go and schedule a call again with the Nite Cap 'Meister' Scott Bossman or the 'Zen Master' Mike Zaino TheLandGeek.com/Training. Are we ready?

Scott Todd: We are.

Mark: One, two, three.

All: Let freedom ring.

Mark: Boy, I feel like I'm getting really salty about the Surface and I'm not sure if it's just jealousy or...

Scott Todd: Well it's because you're hoping like see what you don't want is like you're afraid of changing from the Mac like I was too because the Mac is kind of a cool thing. However, you know, you're hoping that it fails and it just doesn't keep failing. So then you're dang it but it's the right too.

Like this is cool, I mean this is a really cool story to tell but I went to Best Buy I don't know about a week ago. Right about a week ago and I walk it was a Sunday so not yesterday or not two days ago the week before that and I went in there and to exchange something or whatever and there was a guy there and he's picking up his Surface. So he was picking up the Notebook Surface or whatever...

Tate: And you guys became like best friends?

Scott Todd: No, I just asked him. I said hey listen have you ever had a Surface before and he said no. I said well I bought one in November and he looked at me with fear. He's like, "And?" I am like I love it. I'm like I switched over from a Mac, he's like, "That's exactly what I'm doing now." And so you know like I can tell you that there is an exodus taking place where people are leaving the Apple and they're going to Mac.

And I said to him why are you changing and he said, "Because I'm tired of carrying a MacBook Pro and iPad. I want to write on it, I want to use the Stylus, I want to use it the way I should. I'm tired of having to use multiple

devices." So this is a real thing right, like I don't know. I mean Apple if you're listening call me I can fix your problem very quickly for some stock, but like well it's going to have to be like at a lower price point because I'm not going to get it at the peak, but listen call me. I can fix your problem, I know what to do I've got it but they don't want to listen.

Mark: Yeah. I mean I really feel like I'm just parading my ignorance and having like this fixed mindset because if it's better it's better and there was a time when Microsoft was dominating the PC industry and there's like this slow exodus that and all over sudden Apple started dominating. It really just started with just this better thing called the iPad and then from there having that better experience you know that wave came and then with the iPhone and from the iPhone the MacBook and all those. So it just started like that and it could be changing.

Erik: The Mac's have always been a better experience it was just kind of limited to the creative fields. Those are the only people that knew it at the time

[00:32:05] [indiscernible]

Erik: Apple will create a Mac Surface.

Scott Todd: They will not.

Erik: Because then perfection will happen. Whereas I know Steve Jobs didn't want to do it so maybe Tim Cook will reevaluate.

Scott Todd: Look I didn't make the decision lightly. Like I researched it over and over, like for a very long time because I'm like man why is this not... why can't I do this what I want to do on the computer. Like I know I want to do but yet I'm having to juggle multiple devices. Even teaching like Flight School for example you know like I'll be like now I've got to switch over to the iPad, now I've got to switch back to the computer and it was not a smooth experience.

So, like I always knew what I wanted but I couldn't get it, I could get the Mac to do it and then like I researched article after article after article and literally the MacBook team basically the said the Mac will not be touchscreen, like period end of the story. That is they're adamant about it. Now maybe they will in the future but the minute they do that they cannibalize the iPad sales and they're not going to do that at all, they are not going to touch the iPad sales. So until the market place starts speaking with their wallets and leaving you know that might get their attention.

But here's the other cool thing I think about the Surface experience and this is why Erik is going to convert next, you watch. It is because you know Erik, I'm talking to Erik alone by the way, the rest of you I'm like whatever you can listen to this but this is for Erik. Erik on this desktop one that I have imagine as you're working your graphic artist mastery the ability to take your hand and like zoom in right where you want to, right on the screen and then keep doing whatever you do in Photoshop instead of being like oh I've got to move the mouse, I've got to do all these stuff it's right there just swoop this is what I want, boom. Solve the problem, zoom back out and you're off to the races. Erik is converting next.

Mark: Well today's podcast has been sponsored by Scott Todd plugging Microsoft [00:34:16] [indiscernible].

Scott Todd: Hold on, I've got to go buy some stock in it, hold on man.

Mark: But you know I think there is actually like applicable business lesson in this to stay flexible, to stay open-minded.

Scott Todd: Yeah.

Mark: To not have this sort of, well I'm a Mac guy or I'm a PC person. Like you know you want to use the best tools out there and if Apple is not going to create the best tools anymore then you know they're not then the market is never really wrong essentially.

Scott Todd: I mean but isn't that also like even if you have a superior product and even if you like I would tell you like I love my MacBook Pro like I love that thing okay but to the point if it is not solving the problem that I need or if it's not doing the right thing as Mark just said and we stick to it well then ultimately you're sacrificing the best in quality for you and for your business. But I think that Apple too should be listening to people and I know that Apple has always been kind of hard headed when it comes to listening to the intelligence of their customers. But that said, if people are saying I need this for this then ultimately they need to wake up because otherwise what will happen is they will wake up after Microsoft has taken back the gains or Apple has lost the gains that they've made on Mac or the Microsoft PC environment.

Mimi: Apple has come so far though with making... like you'll have Apple elementary schools right. If you're an Apple certified elementary school you've got all those products. My kids, all of Arlington County buys every middle school child and iPad, Apple iPad. Every high school student gets the

MacBook Pro all four years and those things they lasted my son all four years I was so impressed. So they are indoctrinating the young people into the Apple brand from kindergarten, right?

Mark: I mean it will be fair though, the Arlington County it's like saying they are indoctrinating Starbucks to the... I mean let's take one of those affluent counties in the country. Like not every county is born in you know...

Mimi: Yes, that's true but I just see that as my person. I am a Microsoft fan, I am I just see that as Microsoft thing they haven't gotten into that market even.

Mark: All right well that's good to know. I'm sure there is some type of rich Arlington jokes [00:37:07] [indiscernible] out there but I feel like I should leave that for Erik and not myself that.

Mimi: You've got that.

Mark: Erik is like I'm not touching it.

Mimi: Yeah.

Mark: All right. Well thanks everybody. I feel like we should leave another more positive note than you know talking about the affluent of Arlington County. What's going on with the Nite Cap this week Scott for next week?

Scott Bossman: Nite Cap will be exciting this week. We're having our very own Tate Litchfield he's joining us and we're having a guest as well. I think...

Tate: Yeah, yeah, yeah just keep it a secret.

Scott Bossman: Yeah, I'm going to keep it a secret but we're going to have a coaching guest on as well.

Mimi: Oh, all right. I think I know who it is, I'm excited. You guys track your viewership?

Scott Bossman: Oh yes we track the viewership. So I was just telling Tate last week that two of our most famous episodes are when Scott Todd came on, well Scott has been on it a couple of times, and Tate obviously came on last fall did a great, kind of a, buying and selling role-play with us and on YouTube Tate he's hit like 150 views behind Scott Todd's 160 views.

Tate: I'm coming for them. I'm coming for them. Scott is going to get his views of on a machine somewhere.

Mimi: I'm going to go watch it.

Scott Todd: Hold on, hold on. I need the links so that I can do email blast for it.

Tate: Do not send him the link. Send him my link actually.

Mimi: No.

Erik: Send him a special Microsoft link.

Scott Todd: [00:38:53] [indiscernible] that email link shortly Tate.

Mark: I'm going to put that link in the newsletter and Tate, just say this one is sponsored by any other company besides the Microsoft Surface pick it.

Scott Todd: That's playing dirty Mark. That's playing dirty and I'm like forget it.

Tate: Do a Skype and do a split test.

Scott Bossman: Yeah, we could do it.

Scott Todd: No, I don't want the results of that.

Tate: Scott and I we are on good terms. You know maybe we can even do a joint Nite Cap Scott and then just blow the ratings out of the water.

Scott Todd: Yeah, we could.

Tate: Team up.

Scott Todd: Team up, yeah. There's no conquering in dividing.

Tate: Yeah, exactly we're the collective.

Mimi: Teamwork makes the dream work baby.

Scott Todd: There you go.

Mark: Teamwork makes the dream work. I think we've got the episode title there it is. All right, well thanks everyone and again thank you listeners for allowing us to essentially go on a little long on the Round Table with our bonus content. Shoot us an email if you like or let us know hey I love the Microsoft Surface and no need to discuss it anymore; it's just a superior product, anything you want give us the feedback Support@TheLandGeek.com. Thanks again and we'll see everybody next week.

[End of Transcript]