



THE LAND GEEK

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, 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 niche-y real estate website www.TheLandGeek.com and on today's Round Table again we have the usual suspects. We've got 'The Nite Cap Meister' completely sober, Scott Bossman, how are you?

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

Mark: I'm great. It's always good to see you sober. Of course, we've got the 'Technician' Erik Peterson back from a snowboarding/skiing trip with the family. Erik, how are you?

Erik: I'm good, happy to be back.

Mark: Yeah, very excited to see how the business survived that trip. We've got the most feared woman in the country if not the world the 'Terrorist Hunter' Mimi Schmidt. Mimi, how are you?

Mimi: I'm great how are you, Mark?

Mark: I'm good. I'm good. Then, of course, I love it when you call me 'Big Poppa' Tate Litchfield. Tate, how are you, man?

Tate: Good, great, happy to be on.

Mark: I'm happy that you're on because I know you've been working hard on a new Geek Flix show which is... When is that thing going to launch Tate?

Tate: I think the middle of the month, middle of this month I guess that we are now. I guess this is going to be played in March, right?

Mark: Well yeah so next week.

Tate: Danielle said about a week or two.

Mark: Yeah. So the trailer for that is phenomenal. Just a little tease, you can see Tate in bike shorts which is always, always a treat. Last but certainly 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. 'The Brain', 'The Professor', Scott Todd, how are you?

Scott Todd: Mark, I'm great how is it going with you?

Mark: It's good, good. Just a little reminder that today's podcast is sponsored by none other than Flight School and Flight School Live. Learn more about how we are going to take you up that land investing mountain quickly, safely and get it done either in three days or 16 weeks. Learn more go to TheLandGeek.com/Training. Schedule a call with the 'Nite Cap Meister' Scott Bossman or the 'Zen Master' Mike Zaino. Alright, so our first topic is one that's really, really, near and dear to my heart snowboarding versus skiing, okay. Erik Peterson, do you want to talk to us a little bit about your trip?

Erik: Sure. So we had a father-son ski trip with school. I took my oldest who is 13 as of this past weekend. We went to Winter Park, Colorado and spent three days skiing and snowboarding with a few others from school. So it was a good time.

Mark: Okay great, great. Who in the family went snowboarding and who in the family went skiing?

Erik: Well, that would be me. I went snowboarding. My son Elijah skied mainly because his other friends were skiing but yeah. I think I was probably the only one in the group that was an adult that was snowboarding.

Mark: Yeah, yeah, absolutely. Before we to the Round Table and discuss that very controversial topic how did the business ... How was it? Like did you do a deal while on the slopes? Did you stress test your team? How was business during those three days?

Erik: Yeah, so business pretty much went as normal. Things were happening. Ads were being posted. You know sales were happening etc. I did sell a property while I was ... I don't know if I was skiing or snowboarding at the time but certainly, while I was away in Colorado I did collect a down payment for a sale that I think we finished the documents when I returned but nonetheless, we did do a deal then. There's actually something in my business I'm working on kind of taking out my plate and that's a lot of that the lead follow up. So it wasn't ready to be handed off before I left on that trip but I've got another trip coming up here in a couple of weeks and the goal is to have that off my plate before I'm gone again.

Mark: Great, great where did you get a sale from?

Erik: Buyers' list.

Mark: The buyers' list, look at that.

Erik: Indeed. So my deal of the week went out as normal and it sold last week. So actually it sold twice. The first time it sold was before I left on the trip. That buyer later canceled after he looked at the property further decided he didn't want to proceed. Told me I can remarket the property I did that and sold it a second time to an existing customer actually.

Mark: Wow. Scott Bossman, you know what I'm thinking? Dude Buddy.

Scott Bossman: Dude Buddy. That's a great sale.

Mark: That is a great sale and there's nothing better than being on the powder and making that that, you know, sort of passive income and getting a down payment and building that. It's a good feeling. How present were you were you able to be? Were you able to be completely present and sort of unplug or were you tense thinking about business the entire time? Like what was your anxiety level 1 to 10?

Erik: It was very low. I didn't think much about the business at all. As I said you know I was still doing lead follow up. So I did that on a couple of mornings before we left but aside from that I really didn't do much in the business at all. My team kind of kept things rolling. So yeah all went well. Did you want to hear the numbers on that deal?

Mark: Yeah let's hear it.

Erik: So that property was purchased for 650, sold on terms for about 1100% return, total sale price of just under 8000.

Mark: Pretty good dude buddy. That's a nice deal. Tate Litchfield, what's your takeaway on that?

Tate: Yeah, you know, nothing but praise. That's awesome. I mean Erik's been working for how long to be able to live that lifestyle. So you know my hat goes off to him that he was able to unplug, have a deal go through, enjoy some time with his boy, and you know hit the slopes. There is nothing bad to say here. This is just a huge success story. I think this is what everybody who's listening to this call is looking for. They are trying to replicate this and it's cool to see my friends living their dreams. You know living the dream. It's amazing.

Mark: Absolutely. But if you are Erik would you have gone snowboarding or would you have gone skiing.

Tate: You know I don't know how to ski. I only know how to snowboard. So I've got Erik's back on this one I'm snowboarding. But I probably shouldn't do either I will just put that out there.

Mark: That's because you're 15. Scott Bossman how about you?

Scott Bossman: Yes I do not know how to snowboard. I only know how to ski. So I'm well. You know back in the 80s when I was skiing downhill did snowboards even exist? Probably not. So I learned on skis and I enjoy downhill skiing for sure. So I would have chosen the skis.

Tate: I thought you had a ski slope in your front yard?

Scott Bossman: What's that?

Tate: I thought you had a ski slope in your front yard.

Scott Bossman: I do, yes. There's quite a hill out front that I could definitely ride start at the top of the boulevard mountain and probably go down my street pretty easily.

Mark: Nice. Mimi Schmidt, how about you?

Mimi: I am a definite skier and I see how much time the snowboarders spend sitting or down. My daughter tried it once too. I even brought the wrist guards, right? It's hard on the hands when you're up and down so much. I'm an avid skier.

Mark: Absolutely. Scott Todd?

Mimi: Congratulations Erik.

Mark: Mimi what did you say?

Mimi: I just said congratulations, Erik. That's awesome.

Mark: Oh yeah, yeah.

Scott Todd: All right, so you guys are talking about skiing? We are talking about water skiing right? Because I don't know anything about snow skiing or snowboarding. I don't know anything about that, never been.

Mark: So for you, it would be a wakeboard or water skiing

Scott Todd: It has to be a wakeboard or like a tube. We go tubing or we go skiing and I'm going tubing. That's the deal here. But if we're talking about snow we don't know what that is down here.

Mark: Well I can tell you, you know knowing Cole and he's a skateboarder there's no way you could get him on skis. He would be all over that snowboard probably.

Scott Todd: Probably. Probably right. You know that's the thing is that I think we should go but then I don't know. Like I've lived my entire life and only seen snow like maybe less than 10 times. So I don't know. Do I really need it in my world? I don't know.

Mark: Tate says no. Mimi says yes.

Scott Todd: I don't know Mark.

Mark: Erik says no.

Scott Todd: What we need is I need you guys to come down and we all go like tubing. That's what we need to do like get on a tube and go and see who can hold on the longest.

Tate: That's a good time.

Scott: See who doesn't drown

Mimi: I feel a little competition inserted in there. Oh my God

Mark: So the first time I went-

Scott Todd: I would like to learn how to ski though. I think that would be kind of cool.

Mark: You definitely should. I would make the argument as far as a family trip is concerned it's the ideal family trip. Number one you're in nature. Number two, everyone's doing something fun that they want to do. Number three there's actually learning involved like getting better at a skill which is a really good life lesson. Number four after you're done skiing you're so exhausted that you kind of just eat dinner and you go to bed and the kids are not on their devices and everyone's together and telling stories about this run or that run. It's certainly the ideal I think family trip. What's great is that you're able to have your borrowers pay for this family trip because you've built up your passive income via land investing and you can do deals on the slope.

So, Erik, the first time I went snowboarding was in Lake Tahoe and this is years ago and I took a lesson. There was a point during the lesson, this is no joke, I remember thinking to myself it was just a very vivid memory I'm going to die like literally and this is before like helmets, right? This is years ago. This is when they didn't have you wear a helmet and I kept hitting the back of my head falling not knowing where the edge was on the board. I remember just thinking like, "I'm not surviving this." But I loved the fact that you have to wear the uncomfortable boots. So I really enjoyed that part. That part was great. But now like when I started going and I thought well do I want to live or die with the kids? I'm not so I just keep skiing now.

Erik: Fair enough

Mark: Yeah. So I think that this Round Table is really valuable for the listener because after hit to a certain age you're kind of in that ski mode.

Then when you're young like Tate and Erik you can snowboard and do all that. Just make sure your life insurance is at the proper limit.

Tate: You don't have to worry about me. Like Scott said I snowboarded a few times in college and now it's like we have snow on the mountains here in Vegas and the family wants to go up and see the snow and it's like what do we need to go up there for? We can see it down here. I mean this is close enough. We're plenty close. It's dangerous up there and we could catch the flu. I mean it's just there's too many uncertainties. So you don't have to worry about me taking up either one of those unsafe recreational activities, Mark.

Mark: That's great because I mean I think the most risk I think I'd like to see you take is just eating out.

Tate: I do that well. I do that well.

Mark: Yeah, yeah. That's like the limit. Like no sushi. Sushi should be cooked.

Tate: No, come on that's not fair. I had sushi last night.

Mark: See I know. Scott Todd in case you don't know what that is, that's raw fish with rice.

Tate: It's got to be good fish though.

Mimi: Unlike at Panera

Scott Todd: I haven't been to Panera in a long time. Look I know what sushi is and that's why I don't eat it. That's the thing is when you really know what something is you don't want to eat it.

Mark: If it were on Panera's menu though you might try it, no?

Scott Todd: No, no. They could like put it at the Panera Bread and give it away and I wouldn't eat it. I'd be like, "No, I've got to pay for my food. Thank you."

Mark: So the Academy Awards were on Sunday last Sunday. I'm assuming that we had to stay up with our spouses and watch it. Tate, did you have to watch it?

Tate: No.

Mark: You didn't have to watch it.

Tate: I don't watch that stuff.

Mark: Scott Bossman?

Scott Bossman: I watched it. I did.

Mark: Right. Did Erin make you watch it with her?

Scott Bossman: No, I kind of enjoy the Oscars. I wanted to see Lady Gaga and Bradley Cooper sing, mostly Bradley Cooper. I haven't seen that movie so I wanted to hear him sing and that was quite the performance.

Mark: Yeah, people are going crazy over that performance. Mimi, did you watch?

Mimi: No.

Mark: You did not watch?

Mimi: Nope.

Mark: Okay. Yeah. Scott how about you?

Scott Todd: No man we didn't watch it.

Mark: No. Erik?

Scott Todd: It sounds like you got duped to me is.

Erik: I didn't watch it either, sorry.

Mark: I feel like there is like a business productivity lesson embedded here, right?

Scott Todd: Yeah, don't watch the Oscars.

Mark: Yeah that's three and a half hours like Scott and I will never get back.

Scott Todd: Right.

Mark: Did you guys close a deal on Sunday while Scott and I were like you know talking to our spouses about you know, "Can you believe that dress or I can't believe Glenn Close didn't win," right? Kind of thing.

Scott Todd: You can tell we are all speechless here, Mark. We are shocked.

Tate: I don't even know what ... Yeah.

Scott Todd: I mean I don't know man. Like we can we just talk about Panera bread or something?

Mimi: I'm impressed that you will do that. I got Dave to watch the Handmaid's Tale after your suggestion. I was able to that, but no we didn't watch that.

Mark: Does he like The Handmaid's Tales?

Mimi: Oh yeah. We watched it. It was great. That's

Mark: It's so disturbing, so disturbing. You know I do think though that it does relate to land investing in the sense that you'd need to have some type of cultural reference when you're talking to potential clients so that you can actually, you know, relate with them on their level. So, for example, you can say, "Can you believe Green Book won best picture, right?" They'll most likely agree with you. Then you've got that in common and you build that rapport very quickly and then you can start talking about the raw land. But Scott Bossman...

Tate: Alright Mark we have a challenge for you because I don't think Green Book is going to lead to any land sales here. So if you can convert a sale from the Oscars to a land sale on terms I will buy you lunch tomorrow. You've got three hours, right?

Mark: It's a rapport builder.

Tate: They're going to say, "This guy watches the Oscar?"

Mark: You want to do business with people you know, like and trust and can trust has, you know, some cultural awareness like can you believe that one.

Tate: I don't think you can do it

Mark: Scott Todd?

Scott Todd: I'm going to say I'm not buying it, not buying it. Like first of all Mark, I'm not being stereotypical here but like most of my customers like I'm not sure they even know what the Oscars are honestly. They might, okay like they might, but they're probably watching like you know I don't know, Hunting television or Swamp Man or they are reading Reedit Florida man or something. They're doing something that's like...

Mimi: Wicked Tuna.

Scott Todd: Yeah, they're not dialing into the artsy community there. So I don't know. Maybe I'm wrong. Maybe I'm wrong. Maybe I don't have the sophisticated buyers as you do.

Mark: No. I think our buyers are pretty much old actually.

Scott Todd: My favorite story about one of my buyers was that what one day you know we had a coaching student that was an oral surgeon, okay and he was very polished in everything he presented. Like it was all about looks and very polished. I'm trying to tell him like that's not going to work because our customers are not polished people here. Like that they're not.

I told him like, "Listen just before you and I jumped on this coaching call I got a call from one of my customers and I couldn't understand him. I couldn't understand like I don't understand what you're saying to me. Finally out of frustration and with every sheer amount of effort he had he's like, "Hold on I got to put my teeth in." I'm like, "Okay I got you now. I'm with you." So that's our customer, man. Like that's my customer.

Mark: I don't even know what to say to that. Erik Peterson, can you just fill the silence on the podcast?

Scott Todd: Well it just got even more silent.

Mimi: You guys are killing me.

Erik: I will say that's not all of my customers. That may be some but it's not all.

Mark: Mimi, how about for you?

Mimi: I get some artisan's here and there, truck drivers and artisans and charitable folks. Folks that want to build charitable organizations.

Mark: That's interesting.

Mimi: Yeah.

Mark: Scott how about you? Bossman?

Scott Bossman: Yeah, I think my customer kind of runs the gamut. You know? I have people looking for higher end land who can maybe afford a little bit more and I've got people that are excited that they can pay 87 bucks a month for land. So you know it runs the gamut and the challenge is in your marketing trying to speak to whatever customer is appropriate for that land parcel.

Mark: Okay. So Scott you would not use the Oscars as a rapport building hook?

Scott Bossman: It would not be up the top of my list, no.

Mark: But do you feel like you and I have built a stronger rapport with this topic?

Scott Bossman: Oh yes. I mean could our rapport get any stronger Mark? I don't know.

Mark: I mean it's not Zaino level.

Scott Todd: You guys feel this Mark/Scott Bossman love affair once again? I thought we squashed this thing many, many months ago and yet it's back. It's resurfacing.

Mimi: Yeah, because you showed up the podcast.

Scott Todd: What should I do man? Get off the call? Like Bossman here's again. Yeah, Bossman is here.

Scott Bossman: I was gone last week.

Mark: Actually while Scott was talking I wrote a haiku about the 'Nite Cap Meister' and I will send it to you later Bossman.

Scott Bossman: Excellent.

Mark: So before the listeners unsubscribe the podcast I do want them to just know we do value them and want to thank them and hopefully you are getting value out of this podcast even though sometimes we digress into

sillier topics. I feel like this was a sillier podcast. But we're going to go back on track now and we're going to ask Mimi for the tip of the week: a website, a resource, a book, maybe even a quote, something actionable for the Art of Passive Income listeners to go right now improve their businesses, improve their lives. Hopefully, the listeners have now understood the perils of snowboarding and the time wasting of watching the Oscars as it has absolutely no effect on your business whatsoever. Mimi?

Mimi: Okay. I love this website. I think this is so cool. It is called The Colorado Hunting Atlas. I guess in the comments they'll put the link. You guys have the link if you go out there on the left side it's a GISS map. You can click the game species that you want to check out and it lists the maybe eight different animals and you just click on it you can see their summer range, their winter range, the migration path. So all over Colorado it's super cool. I have a friend looking for land I can't wait to send him this. He's going to deploy for a year and I know he'll spend this year finding his perfect place in Colorado and using this link.

Mark: That is very, very cool, very cool. Erik Peterson?

Erik: I love it.

Mark: Love it. Nite Cap Meister?

Scott Bossman: Yeah, I like it.

Mark: Tate?

Tate: I'm using it right now. This is going to become something that I use on a weekly basis I think. Very cool.

Mark: Scott Todd I remember and I almost long for the days where the group would sort of chastise the tip of the week. Do you miss those days?

Scott Todd: No. I don't miss those days at all.

Mark: Like the dark ages of Erik Peterson's tip of the week.

Scott Todd: No, no I think we've done well by moving on beyond that and turning over a new leaf. Man, just think back like we used to each have to give one until Phillip Ma squashed that one.

Mark: Philip Ma.

Scott Todd: Thank goodness.

Mimi: Good news to Phillip.

Mark: Yeah.

Scott Todd: Now Mimi gets to do them so it's good.

Mark: It's like Mimi is on fire though.

Scott Todd: Look this is a tip that I can actually use in my business to build rapport with my customers, not Green Mile or Green Book or whatever it's called.

Mark: I 100% agree. I think that that dig right there is what the podcast is missing.

Mimi: So he's setting it up that you guys are going to stop being so nice to me on these tips a week and you have to actually rug me on the ones you think are bad.

Mark: No, not at all. I want to be kinder and gentler to Erik but there is that part of me that kind of misses like the whole JotnotPro [Indiscernible][00:26:08]. Like we can all agree. Scott Bossman?

Scott Bossman: I just love it that we are getting along. I think it's great.

Mark: I do too. I think it's fantastic actually. Again I want to thank the listeners. Please learn more about passive income without renters, without rehabs, without renovations, without rodents. Just go to TheLandGeek.com/Training and learn more about Flight School. We're getting it done. We are getting it done. We are getting it done in three days or 16 weeks. You decide. But I promise you by the end of that training you will have your machine getting set up. You will have mailed. You'll have marketed. Ideally, you will have a deal done. So please do that. Also please help us out and subscribe to the podcast, rate the podcast, 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. All right, Tate are we good?

Tate: We're good.

Mark: Scott Bossman?

Scott Bossman: We are excellent.

Mark: Excellent. Mimi?

Mimi: Great.

Mark: Scott Todd?

Scott Todd: We're good, Mark.

Mark: Erik Peterson the 'Technician'?

Erik: We are good.

Mark: All right well let's do this and by the way Bossman I really love that hat.

Scott Bossman: Go Cubs.

Mark: All right, one two three...

All: Let freedom ring. **Scott Todd:** Let's love on Scott Bossman.

Mark: What was that Scott Todd?

Scott Todd: I just said let's love on Scott Bossman.

Mark: But why not? Why not love on Scott Bossman?

Scott Todd: Listen that's why I changed the mantra from today from let freedom ring to let's love on Scott Bossman. Why not?

Scott Bossman: I'm touched.

Mimi: You're so great, Scott.

Scott Todd: Bossman or Todd?

Mimi: Bossman.

Scott Todd: What? More love for Bossman?

Mimi: For you and your students. I just followed direction.

Mark: I think it's interesting that only Bossman and I watched the Oscars. I really do. I'm sort of going into like a big bowl of shame right now.

Scott Todd: Mark let me ask a question. Today's Tuesday, yesterday did you watch *The Bachelor*?

Tate: He did watch *The Bachelor*. Of course, he watched *The Bachelor*.

Scott Todd: Come on Mark. Come on.

Mark: Okay, now you've taken it too far. That's a low blow.

Scott Todd: No, no I'm just simply asking. It's a valid question. Did you watch *The Bachelor*?

Mark: I'm not saying it's not a valid question. I'm saying what it implies.

Scott Todd: What?

Mark: I know what it implies.

Scott Todd: What does it imply?

Mark: You know what it implies.

Scott Todd: No I don't that's why I'm asking you what it implies.

Mark: You know what it implies.

Scott Todd: Tate did you watch *The Bachelor*'?

Tate: No.

Mark: It's basically saying my television viewing habits lack depth.

Scott Todd: No, no, no that's not what I'm saying at all. I'm just, curiosity. Did you watch *The Bachelor*?

Mark: You know what I have been watching by the way if you want to elevate the conversation a bit *The Crown* on Netflix.

Scot Todd: Uuuuh.

Mark: Yeah and I will be speaking with a British accent going forward and adopt the proper Queens.

Mimi: Can you get anyone to watch that with you though? There's nobody in my family that would get anywhere near that show. I'm the only one.

Mark: Mimi, my wife and I love it. Scott Todd next time I see you at Bootcamp I'll have a roast for you.

Tate: This is going to be as good as the Halloween episode. Oh geez. We better end it because our views are panicking right now.

Mark: I don't know.

Scott Todd: First of all I'm speechless I can't... But Mark listen there's like some British cartoon or something *Peppa the Pig* or something. I don't know.

Mark: Oh yeah, yeah, yeah.

Scott Todd: Well they said that *Peppa the Pig* I guess is from England and like all the American kids that are watching it are now forming British accents because of it. So it wouldn't surprise me if you've formed one from watching *The Crown*.

Mark: Yeah I was at Starbucks to the other day and I think I heard a five-year-old say, "Mum, where's the loo? The mom was like, "Honey, the toilet is over there."

Scott Todd: I like walking in places and saying, "Hello, Governor." That's what I like saying.

Mark: At Buckingham Palace, we don't say Governor.

Mark: Listen, I don't know Mark. I don't know. But can we go back to my question did you watch *The Bachelor*?

Mark: Okay. By the way, Tate is just going to drop off.

Tate: Yeah I'm done. Like I'll see you guys later.

Scott Todd: I'm asking a valid question. I want to know.

Tate: You know the answer, Scott.

Mimi: He said yes already I thought

Scott Todd: I don't think he did.

Mark: Come on.

Scott Todd: Okay.

Mark: You know what? When I talk to you I don't always say, "Oh how was Panera Bread Scott?" Because I know you don't go there anymore. I know that was from the days. That was from the days.

Scott Todd: It's okay. You don't have to be hostile. The reason I'm asking is because I too have been enjoying *The Bachelor*.

Mimi: Ah! What?

Scott Todd: Yeah

Mark: That's a mic drop moment. What?

Scott Todd: That's right. That's right. Except last night it was a little on the boring side you know. But I will see what the finale holds.

Mimi: Did you guys hear that when they're out on a date eating a meal that they don't even get to eat the meal? They eat the meal beforehand and the meal is just for show.

Mark: What?

Scott Todd: That's ridiculous.

Mimi: Yes. What's his name? Bobby the country deejay that was on *Dancing With The Stars*, right? They interviewed *The Bachelor* and he said that those meals that they show on the date they don't actually eat the food.

Scott Todd: Well that's ridiculous.

Tate: What a waste?

Mimi: Yeah.

Scott Todd: What do they do, bring them Panera Bread?

Tate: Probably.

Mark: Wow. I have to tell you I'm shocked.

Scott Todd: See man? It's okay. See what I'm doing here is I'm getting... Bossman's out at this point because you and I have this connection over *The Bachelor* again so.

Mimi: Okay.

Mark: Clear.

Scott Bossman: So much competition lately with you Scott Todd

Scott Todd: Listen, listen, Mark here's great story about Bossman though. This is what I love. You, me and Bossman we are on the peloton. We are like competing. Bossman goes off he does this like climb right thing. I think Bossman did it first then you did and then I went on there and I did. Okay like I did well. Okay like I performed better than the other two.

Mark: Erik, Mimi, see how he slides than in?

Scott Bossman: That was not [Indiscernible] [00:33:40]

Mark: So competitive.

Scott Todd: Hold on. Hold on. So then Bossman, I don't say like I smashed you guys but Bossman reads into it like, "He beat us, Mark." So then Bossman says, "Hey look why don't you go ride first and then we can see what you did and we will beat you?" I'm like, "Okay no problem." So I go and they do it and I deliver my personal best on this thing like I got the personal record on it. I'm like, "I don't know where he's going to end up but man I'm going to beat him. I'm going to beat him. I'm going to beat him." A week later I'm waiting. I'm waiting with anticipation. Like a week later Bossman comes and he's like, "Check the rankings. I look and I'm like, "Oh I still beat him. No problem." Ha, ha, ha.

Well then yesterday I went and I looked on the bike and I noticed that he beat me. Because what happened was as more people came into the ride I got bumped down. So like I was originally like 11 hundredth he came in at like 13 hundredth and I had gotten bumped down to 17 hundredth. I'm like, "What?" My world was shattered yesterday. So I had to like go do it again.

Here I am man I'm like I got a tear so I can see Bossman and me. I'm like "Bossman is beating me? More power, go up"

Then like I'm dying and I go down Bossman comes back up again on and I'm pedaling as fast as I can. I'm not going to let him win. Like three minutes are left I'm like, "I'm winning. I got this thing." Out of nowhere, he likes sails past me. He ends up with like 10 more watts of output than I have. I'm like "What? How did that happen?" And I did improve off my last one which I ended up being like fifteen hundredth. But man I was like already seeing the victory. Bossman beat you. No had to quietly slither away so nobody would know that I tried it again and I didn't win.

Mark: I will tell you Erik's tip of the week a few weeks ago as this book David Goggins was it nothing can hurt me or *Can't Hurt Me*.

Erik: *Can't Hurt Me*.

Mark: *Can't Hurt Me* I'm almost done with it. When you listen to that book you read that book and then you work out like it's insane. But then there was a point where like I look at the heartbeat monitor and I'm like, "I'm I going to die? Like is this possible?" I'm like but he survived but then he's like talking about his resting heart rate of like 30 beats a minute and I don't know. So I feel like at some point in time after one of my rides Peloton is going to call me and be like, "Are you okay?"

Scott Todd: They probably won't call you.

Mark: They probably won't.

Mimi: They will send an ambulance. Do they have settings?

Scott Todd: They should have an ambulance standing by.

Mark: Yeah, yeah. I mean I don't know.

Scott Todd: It's a good workout.

Mark: Yeah, I have a feeling the two of you are doing some type of [00:37:08] [indiscernible] before your workout

Scott Bossman: Right

Mark: But you know there should be like an asterisk.

Scott Todd: No, notice here. Notice how quiet Tate is. Tate's like "Shut up guys you don't even have a clue". He's been very, very political on this. He's like, "Listen, amateurs. Come I'll show you the real deal."

Tate: I mean we just want to remind the viewers that you guys ride inside.

Erik: Scott can move that time now to the alumni.

Scott Todd: That's where it ends, Mark. This podcast is now over.

Mark: Yeah, I mean.

Tate: We digressed completely.

Scott Todd: I mean you can't come back after that one. I don't know.

Mark: I don't think so. It's just a good ending point here before...-

Scott Todd: Can we just cut this whole section out?

Mark: No not at all.

Scott Todd: Up to like let's love on Scott Bossman?

Mark: But if you're still listening to this by the way at this point we'd love to know. Please email us and just say, "Listened to the bonus content. Can't believe Tate is still showing up for the Round Table podcasts and listening to you guys talk about the peloton and not just walking away in complete disgust." I don't know. Alright, thanks, everybody.

[End of Transcript]