



# THE LANDGEEK

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

**Mark and Scott Todd talk with: Erik Peterson - [LandOpia.com](https://LandOpia.com),  
Aaron Williams - [BearLandProperty.com](https://BearLandProperty.com), Tate Litchfield -  
[FrontierPropertiesUSA.com](https://FrontierPropertiesUSA.com), Scott Bossman - [LandBosses.com](https://LandBosses.com),  
and Mike Zaino - [ThreeLandGuys.com](https://ThreeLandGuys.com) 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](https://TheLandGeek.com) and on today's Round Table podcast we've got a large group. We've got the 'Nite Cap Meister' Scott Bossman. Scott Bossman, how are you?

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

**Mark:** I'm great. The 'Technician' the garrulous, Erik Peterson. Erik how are you?

**Erik:** I'm doing good, getting excited for Bootcamp. I think by the time this comes out Bootcamp will be in just a couple of days.

**Mark:** That's right. 'Bear Land' Aaron. How are you Bear Land?

**Aaron:** I'm doing well thanks.

**Mark:** Good to see you. We've got the breath in the mailing, breath out the marketing the 'Zen Master' Mike Zaino. Mike how are you?

Mike: I'm doing very well. Glad to be here.

**Mark:** Good to see you. Then of course I love it when you call me 'Big Poppa'. The 'Big Poppa' himself Tate Litchfield. Tate how are you?

**Tate:** I am doing so well Mark, so well.

**Mark:** And of course last but not least Scott Todd from [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com) and most importantly if you're not automating your Craigslist and your Facebook postings, [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek). Scott Todd?

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

**Mark:** I'm great because you know what we're taking Flight School and we're compressing it and into three magical days May 17th, May 18th and May 19th. Today's podcast is sponsored by Flight School Live be with Scott in the room, be with Tate in the room, get trained in three days, do a deal in three days. You will be mailing, you will be marketing, you will be up and running in three freaking days. I'm really sorry about...

**Scott Todd:** Mark can I tell you what's planned?

**Mark:** Yes.

**Scott Todd:** All right here we go.

**Tate:** Don't give too much away Scott. Don't give too much away.

**Scott Todd:** Friday we're showing up, we're in the room, we're talking about County research bam. We're researching the county right off the bat we're choosing the county. We're getting the list. We have our magic ways of getting the lists and getting them fast. We're getting lists, you're using The Land Geek knowledge to like slice through that you're getting a list. By noon, noon on day number one guess what? You're mailing in LGPass. Well maybe not noon, maybe a little past noon, maybe just after lunch you're mailing in LGPass. You're using Lob, your offer letters through LGPass are going out that same day. Guess what? We then transition quickly into due diligence bam. You're going to learn everything you need to know about due diligence, boom you're going to get that solid.

The next day Saturday you're coming back. Guess what we're doing Mark? We're doing marketing. Marketing man; we're punching out ads, we're getting them out there and then you know what we're doing, then hopefully because I believe that Flight School might even close a property. So you're going to have a property to sell. We're hoping that you get the sale on Saturday and then Saturday afternoon we're talking about building a VA team, we're talking about automation. On Sunday we're talking about financial management, capital intensive business and then finally on Sunday we're talking about how my entire business is laid out and we leave Sunday by noon. And you know what? It's not over with you yet because then you're going to have follow-up calls with Land Geek coaches to make sure that you continue to execute on what you learned. That fast.

**Mark:** I love it. Scott Bossman, I've got questions. How do I learn more?

**Scott Bossman:** Mark, you need to schedule a call at [TheLandGeek.com/Training](https://TheLandGeek.com/Training) with either Zaino or myself and we can tell you all about it.

**Mark:** All right. Well get on that folks because the virtual class is starting next month but that's 14 weeks. But who wants to wait 14 weeks, plus it's virtual? Don't you want to be in the room, don't you want to like actually go up to Tate and be like, "What's up Big Poppa?" Nothing better, that's worth it alone. So to learn more go to [TheLandGeek.com/Training](https://TheLandGeek.com/Training). But what Scott said there was really important because on Saturday we don't want to build a job for ourselves. We want to build a business and to build a business we have to have a team we can't do everything ourselves. Now in the beginning sure the cheapest person you can hire is yourself but at some point in time you're going to need to start building your team and outsourcing. The question 'Bear Land' Aaron what is the question? What's the best way to do this right? What do you think?

**Aaron:** Right. I was having a discussion with somebody the other day and we were talking about it and when I started in the business you know kind of the way you did it was you found some VAs through various sources and you maybe made videos for them, you maybe made some instruction sets for them, you trained them up and it took quite a while depending on what the job is but you trained them exactly how you wanted for your business and it was good.

However, since then there's been some changes in the industry, some businesses have come up, including The Land Geek VAs as well as maybe some other companies where they have readymade VAs that all you have to do is tell them what you want. They are already knowledgeable in the real

estate business, in our specific niche and they do the work for you. So you know is it worth it to still train them how you want or is it a better use of your time to just have a service do it for you? That's the question that I bring forth today.

**Mark:** I think it's interesting question. Now the other company out there and I've never heard a bad word about them so I can assume they're very good is LandMasters.us. Now of course we have our own trained Land Geek VAs that are trained on our method. I'm not exactly sure what Land Masters does but these are Philippines based VA's that understand and know our business. And so the question Scott Bossman is do you rent or do you buy? Do you have your own person dedicated that you work with or do you just pay a little bit of a premium and save yourself the time and the headache of actually training?

**Scott Bossman:** Yeah, that's a good question. I think it depends on the service. It may depend on the individual but looking back at my experience I would have paid an arm and a leg for a Land Geek due diligence VA to present to me a very thorough due diligence report where I didn't have to go to the GIS website and get GPS coordinates and go to the assessor website and get the zoning information and go to the treasurer website or call the treasurer to get back taxes. So in my opinion the Land Geek VA's for due diligence they're going to contribute to your velocity in this business and getting more done more quickly and they are very reliable.

So that service in my opinion is very reliable and we have a deal now in Flight School where you get 10 free deals or 20 free deals depending on what Flight School package you go with. If you get those 10 deals and aren't satisfied and you need some modifier or tweak you go ahead and modify our tweak and maybe you train your own VA. But that service for me has been very valuable in leveraging my time. As far as some of the other services go I'm not familiar with any of the other, the Land Masters program that you had talked about. I know that for me it's been a lot of training of intake managers and people helping with marketing and things. You're going to find different VAs with different strengths and different capabilities as well. So it all comes down to what you need, what they are capable of and trying to match it.

**Mark:** All right. Erik Peterson how about you?

**Erik:** Well, I think that it really does come down to the individual. I will say that ultimately just getting started in this business, having a team or a resource that you can go to like The Land Geek VA's to do due diligence or something like that is really going to accelerate your progress. It's going to

help you skip over the whole you know mapping out your system and your process for doing the due diligence because they already know how to do it and you're just like you know, "Hey here's my property, this the APN." A few days later you're going to get a report back with all the pertinent information.

I think you know where it depends on the person is really kind of it comes down to at least in my eyes how customized or how personalized you might want the result to be. You know if you have certain expectations or certain needs for your properties, you know, depending on what service you're working with they may or may not accommodate you. So you know maybe wants 15 maps of the property and you want the distance from the property to the nearest town and the nearest major city and all these other things and maybe the service that you're working with won't do that for you or maybe they will but at any rate, you're probably going to need to train them to do that in a certain way that you want it done. So there is some benefit to having kind of the knowledge of being able to train a VA but you know I think that the biggest difference is between the two options really comes down to spending the time and if you need kind of that customized service spending the time to build that process and do all the work to create the videos, work with that VA. You're going to have a lot more let's say interaction and management if you're training your own CA versus using a service. So you know as I think about it those are some of the things that I would say you would have to consider.

**Mark:** All right. 'Zen Master' Mike Zaino what are your thoughts?

**Mike:** So that I'm clear we're talking about basically do I want to use a service or train someone to do that job myself, get my own private...

**Mark:** Right.

**Mike:** Well I think it may depend on what particular aspect of the business. I mean we're what we are; we're learning here high-level managing a team. We're all entrepreneurs, we're all learning to... So these are all intricate parts of it but if it's something that can be... you know like a due diligence or something like that then yeah I mean it's just a tool. It's just something that you're going to use but if it's interacting with maybe a client on the buy side or sell side so intake manager versus a sales agent that might be something you might want to specialize because there might be a certain way you want to have your people interact like with the people that you're dealing with on the buy and sell side.

But the other stuff it's like yeah fine if it's something that is effective then use it I mean you need to understand it. Like we always talk about don't abdicate, don't just hand it off before you understand it. Understand what it's all about but if it's a tool that works use it. I mean at the end of the day we're looking for a certain set of information on due diligence report so if I give someone at The Land Geek VAs the County and the APN that comes back to me that's awesome. It's what you do with it that matters. So I say go for it, that's a no brainer if you ask me. The due diligence like do you really want to train somebody to call and ask a bunch of questions that they put on an Excel sheet and get some photos or do you want to have a team that's in place, ready to go that will just crush it for you? I wouldn't even think about that for a second I'm going with The Land Geek VA all day long.

It's what you do with that information after you get it. I mean so there it is right in front of you, what are you going to do with it now that's important and how's your team going to handle that. How are you going to interact with the person you're buying from based on that information how are you going to negotiate? So I think it all depend on the task but overall I think that some of these services that we offer at The Land Geek I don't know about the other ones because I don't need to know about them because what I have works. The Land Geek VA team works really well. So I don't need to, kind of play that against other systems, so I wouldn't be able to speak about the other one. But I think some things it's definitely worth just going with it a setup process that work there you go. You give them the information, you get back this boom it's a no brainer man. With that type of stuff I'll go with all day long.

**Mark:** I think we have a podcast title 'It's a No Brainer' dude there you go. Tate how about you? You want to play devil's advocate?

**Tate:** Sure, sure, sure I'll play devil's advocate. It's going to be hard but I think I could come up with something. I guess the downside is how do we know this Mark Podolsky guy isn't just going to disappear on us and we won't have any VA's or you'll have built The Land Geek team or a VA team around a guy who is now in Tahiti drinking mai tais all day. You know how do we know that's not going to happen? Other than that I mean the guy has been in business for 20 years I don't think Mark's going anywhere but this is where something like Flight School really comes into play.

Because in Flight School you learn how to do this. It is not like you're going to be left high and dry if The Land Geek VA's close shop you still know what to do, you know what to look for, you've seen enough due diligence reports that you can prepare and eventually train your own VA. I've done it both ways. I've trained people, I've taught them exactly what I wanted and it

takes a lot of time and those same people that I have trained are now the ones that are working with The Land Geek VA's and they are fantastic and you get nothing but five-star reviews from them. But it kind of blows my mind when people want to make this business more complicated than it needs to be and by doing it all on yourself, by not seeking out expert advice, by not getting good training and good fundamentals you're making it harder on yourself. For what? To save a little bit of money you can always make more of that.

**Mark:** Yeah. But even if I die, which hopefully I won't but...

**Erik:** No, no, we're prepared for that people.

**Mark:** Yeah, we are prepared. I mean we have an office in the Philippines, we've got really good Internet and I don't even manage it.

**Erik:** No, and that's just it. It's not like this is a test drive. We're established, we're not going anywhere as long as I need to due diligence reports done The Land Geek VA's can't disappear because I'm going to keep you busy. So I know Scott is the same way, I know Zaino and everybody else on this call it's like we do enough due diligence reports to justify keeping the office open over there. So if you're listening to this podcast you've got nothing to worry about.

**Mark:** Yeah. I think we've got 11 or 12 people now. I mean it's really grown and they are all well trained and hard-working and experts in their areas. So I don't want to make this a Land Geek VA sort of commercial but I do think that there is a lot to be said about having somebody ready to go and not having to spend the time which is ultimately money going on Upwork, creating an ad, creating tests, training you know and continually kind of going through that when you have somebody right there. Now Scott Todd who never overpays compared to myself might have a different angle on this as far as is it worth the investment of going through that so that in the long-term ultimately you will be paying less?

**Scott Todd:** I do overpay by the way. I overpay on certain things and I'm just like dah but that said Mark I disagree that I don't agree you with the kind... I hear what you're saying, I hear what everybody is say, I do but I don't like the concept of leveraging other people's businesses. I don't like that concept and the reason is it's because I don't want to be dependent on somebody else. I want to build a team that is responsive to me and not to build a team that is reliant on someone else's company. To me it's... and look I'm not trying to be offensive when I say this, it could be polarizing but I think it's the lazy way out. Okay, no problem it's the easy way out, it's the

easy button boom and what I mean by that is when you don't control the team you have no leverage.

Meaning like I know that is not to many times where I need something back right now but men if I give it to somebody else and they go and they do the due diligence well I'm at their beck and call. I can't say, "Hey priority. I need this on back now." So now I can't control it I can only react to what they can do. I can't tell them this is the way that I want to operate they can try to but then when you are working with an agency that's doing all these stuff you're never going to get the same person, there is no guarantee you're going to have the same person and when you don't have the same person it's always going to be done differently.

That said you know I want to be able to control the process, I want to be able to control the thing. Now you don't need to go through and create all these tests like I teach in Flight School, I talk about teaching this test. Well guess what? You've already done the work, most likely you've already done a due diligence package. Give them what you have, here go do due diligence on this particular property. You don't need to create a formal test just give them hey here's a property go do, here's a list go scrub and you know the results because you did and it really isn't that complicated. What does become complicated a little bit is the time investment. I'm going to spend some time to train this people to do it the way I want it done but if you don't really care how it's done and you don't really care about controlling that component of the process take the easy button way out. But I don't want to build my business on somebody else.

**Mark:** Yeah. I think that has a lot of value what you just said. 'Bear Land' Aaron what are your final thoughts on this?

**Aaron:** Yeah, I agree. I think it depends on where you are at and what is your goal is. I agree with a lot of what everybody said including Scott. I'm a person that likes to control my process the way I have done some things when I had to do them myself. Now, there is kind of systems build around that so I need someone to fit my system not me fit theirs. On the other hand, there is that convenience aspect where you know especially if you're getting up and going and you need to start doing a lot of work without putting in a lot of work then the services are pretty handy and they are ready to go.

Honestly, I don't see really why you couldn't do both as well. Due diligence, for instance, you might have a due diligence VA that really knows you and works with you how you want like Scott was talking. But then you come across a group of properties and all of a sudden you have to do 20 or 30,



maybe you're doing a big bulk deal and that's going to really bog down your one or two people. You might need to go to a service and say hey I need you to do 20 of these and you can have your people do 10 of them. It gives you a way to also cross-checks results and that sort of thing to make sure that everything looks good. But it seems that there is definitely a place for both ways.

**Mark:** Yeah. I think that's definitely the right answer and Erik eloquently stated that. It really depends on you. So are you a complete total insane control freak like Scott Todd or are you a reasonable person that looks at their business and really wants to just focus on the things that are really going to move the needle in their business long term which is ultimately making money on sales. It just depends on you I don't think there is a wrong answer. You know in the same sense- that-

**Scott Todd:** I'm not a control freak.

**Mark:** I mean let's just say for example you're a plumber, right? Whose house would you rather go to? Mine where I let you do your work because know you're an expert at it and you have years of experience or Scott's where he's hovering over your shoulder saying, "No that probably isn't right. You know we are going to need a ball bearing for these things, you know this or that." Or he needs things done a certain way.

**Scott Todd:** Wait, wait, wait.

**Tate:** I can totally see Scott being very hoverish, right? Like, "What are you doing now?" Especially right now he's got passive income you know he's like the plumber comes over and his wife is like, "What are you doing today?" He's like, "I'm hanging out with the plumber. I'm working, observing."

**Scott Todd:** Well you guys might need to wrap up this podcast because the pool guy is coming to clean here shortly and I got to go out there and supervise him.

**Tate:** You just want to make sure he's scheming the right way.

**Scott Todd:** Listen, that said Mark, I have a question for you, what type of plumbing job do you know of where they use ball bearings? I'm confused.

**Mark:** Okay that's very true.

**Erik:** It's because he doesn't watch over their shoulders. He doesn't watch over them.

**Mark:** I don't know, you know?

**Scott Todd:** Is there anyone in the audience who can tell us for sure if there any types of plumbing parts that have ball bearings in them? I mean I think the toilet is a simple concept, no ball bearings required. Have you lubricated the ball bearings in your toilet lately?

**Scott Bossman:** Oh wow this has gone in a different direction real quick. I thought we were talking about VAs.

**Mark:** But ultimately I think the real answer though is that you are not doing it yourself because you have cognizance that hey this is not an activity that I should personally be doing because it's a \$3 to \$6 an hour task, right? So, I think back to 'Bear Land's' final answer you can do both ultimately. I don't think there is anything wrong with ...You know it's a ball valve that's right. That's what I meant not a ball bearing, ball valve. It's a valve.

**Scott Todd:** What is that? What is the bob valve?

**Aaron:** It's a-

**Scott Todd:** Your name is not Mark.

**Aaron:** Oh, Mark. Oh okay, we will let Mark answer.

**Mark:** I'm a trifle deaf in my left ear. I just want to thank the listeners. I just want to remind them, share the podcasts and you know certainly don't feel badly about yourself if you are using the Land Geek VAs. It's not being lazy it's also being smart.

**Tate:** Well, it's better than doing nothing.

**Mark:** Yeah, it's better than doing nothing.

**Scott Todd:** It absolutely is better than you owning it, right? But I don't know I like to build a team.

**Mark:** I agree. I mean look you know we did our own proprietary software program. We could have done three different services patched together and built it on someone else's land so to speak and be completely dependent to Scott's point on those three services. Not a great long term business strategy. Same thing with Geek Pay, right? That being said I think in the beginning nothing wrong with it as you [00:26:03] [indiscernible]. But

ultimately I think Scott's right I think the long term best investment is don't build your business on somebody else's land so to speak, right? Who got the tip of the week this week? Do I have the tip of the week?

**Tate:** Yeah.

**Mark:** What's my tip? I will tell you my tip. It's a no brainer tip. It's a book I just read titled *Atomic Habits* by ... Did talk about this as a tip. If I haven't I should have. *Atomic Habits* by James Clear, tiny changes remarkable results in an easy and primitive way to build good habits and break bad ones. It's a really great book. Check that one out. That is my tip of the week.

So, hopefully, everyone's getting value from the Round Table podcast. Again please share this with a friend 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*. Again today's podcast is sponsored by Flight School Live coming up May 17th, 18th, and 19th. Start getting your business really launched in three days. Learn more, [TheLandGeek.com/training](https://TheLandGeek.com/training). All right, are we ready to do this?

**Scott Todd:** Let's go, Mark

**Mark:** One, two, three

All: Let freedom ring.

**Mark:** That we need to outsource. I'd actually prefer a British voice. Let freedom ring. No that's terrible. I just lost all our British listeners.

**Scott Todd:** Wait, are they still upset because we did let freedom ring like America? I don't know.

**Aaron:** Oh-oh.

**Erik:** Ooh

**Scott Todd:** Are we still recording?

**Mark:** We are still recording. I'm a huge Hamilton fan by the way.

**Scott Todd:** You're a huge what?

**Mark:** Hamilton fan the musical.

Mike: Only Scott Todd could antagonize the Brits.

**Scott Todd:** Well I do have to laugh. Like I saw the thing the other day that said what's her name? Princess Meghan or whatever you know American [00:28:44] [indiscernible] in the royal family. We are winning. I don't know.

**Mark:** You know what show I started watching on Netflix that is very well done? I didn't think I would like it because my wife's like, "Let's watch this together." I'm like, "Really? Okay, no one's getting killed or you know kidnapped or anything like that?" She's like, "No it's just good." The Crown is really good

**Scott Todd:** The Crown?

**Mark:** Yeah.

**Scott Todd:** My wife and I, we were cruising through Netflix the other day and she's like, "I can't find anything here." She gives me the remote I just like go over like two notches and I'm just like boom start playing and I noticed I took the Tate Litchfield rule. How many episodes and how many seasons? There was five episodes and two seasons and it was five and five and I'm like beautiful. I'm only committed now for 10 hours. Let's go. Let's roll. You know what? It was really good. It was a really good show Mark and we got to the end we were like, "Is there a third one coming out?" It's been a while. I forgot what it was called. It was an English show thought it was really good.

**Mark:** Yeah. I mean that the wisdom of Tate Litchfield is really ... I mean he just throws gems. This is why Bootcamp is so special is that at that networking break you can just ask Tate like "What are your rules for life again?" And he will tell you.

**Tate:** Yeah, I will give you the commandments, the Tate Litchfield's commandments.

**Mark:** The Tate Litchfield commandments.

**Tate:** Netflix series need to be two seasons or less. That's a good one. You know?

Mike: Donuts daily.

**Tate:** Yeah, yeah. Ride your bike every day. There are all kinds of things. Donuts on a daily basis, stick to the food group, ride bikes, and donuts. I don't know.

**Erik:** Food group one.

**Tate:** Yeah just food group. Well if you get some that have like fillings right you can get, you know?

Mike: Your fruit.

**Tate:** Yeah.

**Mark:** Is any of these discussed on LOTS or is that on the second season?

**Tate:** That might be a second season. Depending on how about LOTS season 1 goes over with everybody and it's now available actually.

**Erik:** Where do you access Lots?

**Tate:** Where is it, Mark?

**Mark:** Is it [TheLandGeek.com/Lots](http://TheLandGeek.com/Lots).

**Tate:** Yeah, [LandGeek.com/Lots](http://LandGeek.com/Lots). You know depending on the feedback we get production quality will go up and we'll introduce more fun stuff in season 2. So you know I broke my own rule though on season 1 because it is nine episodes but there are only 20-minute episodes so I think Scott Todd can watch it. I don't know.

**Mark:** By the way, if you heard that in the background Scott Bossman has not been viciously attacked.

**Scott Todd:** It's like Scott Bossman has got the dog house like sitting at home like woof, woof, woof. [00:31:52] [indiscernible]

**Mark:** Yeah. That dog got real excited about LOTS.

**Scott Bossman:** He sure did. He got excited.

**Mark:** He's like, "What's that link again?"

**Tate:** [TheLandGeek.com/Lots](http://TheLandGeek.com/Lots), that one?

**Mark:** I think so. There it is.

**Scott Todd:** Hey Tate so welcome back, right? Like you weren't back last week you were fishing.

**Tate:** Uh-huh.

**Scott Todd:** How was the Cheesecake Factory down there?

**Tate:** There was no cheesecake. I mean Scott you might as well have considered this a camping trip. It was like a couple of days before we left we got an email from our liaison over there and they're like, "Yeah the supply ship is like 6 months late. So you need to bring some food with you." I was like, "Wait a second there's no food?" They are like, "Well, there's plenty of rice and fish but if you don't like rice and fish bring some beef jerky and some granola and those kinds of things. So every meal of every day we ate rice and fish. So I loved it. It was good. Fresh tuna you know? Hard to beat that. But it was a great trip, tons of fish, good times, you know good company. It was fun.

**Mark:** Living the dream.

**Tate:** Trying, trying.

**Mark:** What was the name of the island?

**Tate:** It's called Christmas Island but it's in a nation of Kiribati it's what it is. So you go to Honolulu and fly directly south 1500 or 1600 miles and then you'll hit it. It's right there in the Line Islands.

**Mark:** Yes. Scott, did Tate tell you the story about how he was almost stuck there for another week?

**Scott Todd:** No.

**Tate:** I didn't tell you this?

**Scott Todd:** No.

**Tate:** This is crazy. So there's only one flight a week there and your tropical place so there's storms and it rains all the time. And we were flying out on Wednesday of last week and then you cross the international dateline and so you land in Hawaii on Tuesday. So it's really confusing. But Wednesday morning we got up and it was the craziest rain and thunderstorm tropical storm I've ever seen and we get to the airport. We check in and you know we're just kind of hanging around. Our flight leaves at 7:30. 6:00 o'clock

comes on, no plane no announcements, okay, 6:45 no plane no announcement. 7:15 no plane no announcements. 7:30 comes on and they're like, "Hey the plane is in the air. It's circling Christmas Island. But due to the weather, it can't land right now. We'll be back to you in just a little bit." Fifteen minutes later they come back on they are like, "Yeah, so they still can't land and if the plane can't land your flight will be canceled and you'll be rebooked for next Wednesday." It's like, "Wait, did you just say like seven days from now? I want to go home. I'm ready."

So everybody starts getting all worked up and they got on the intercom again and they are like, "The captain says he's going to go for it. He's going to land." We're like great. Everybody starts cheering. The plane landed on like one wheel did like a wheelie for I don't know hundred feet or something like that and they land and they get on the intercom and say, "All right everybody get on the plane as fast as you can. They don't have a ton of fuel left. So we need to take off in the next 25 minutes." It's like, "Wait? What? They're just letting us on the plane?" They're not scanning boarding pass. They're not checking IDs. They just put the airplane. They just said sit down wherever you can.

We got on the plane within like, I don't know, 10 minutes we're taxiing down the runway. It's crazy light mean rain you can't even see out the window and the pilot punches that we take off really rough. We get up to 40000 feet. Sunny bright he gets on and he says, "All right, thank you guys for cooperating. We are assuming everybody who needed to be on this flight on it. You know take your seat, relax. Based on our estimations we should have just enough fuel to get to Honolulu." And it's like, "Just enough?"

**Mark:** This is like an E commercial.

**Tate:** There is nowhere to land in between Christmas Island and Honolulu if you run out of gas, like there are no emergency landings.

**Scott Todd:** You can land in the water. I've seen it done.

**Tate:** You've seen it done. Where?

**Scott Todd:** Yeah, the Miracle on the Hudson he did it.

**Tate:** That's silly, yeah. Well, let's just say this little Air Fiji flight it was not going to make it on the water. Like there's no way that thing would have held together but we landed. It was funny he's like, "Based on our estimations we should have enough fuel to get to Honolulu so sit back, relax, and have a good sleep." Like nobody's sleeping on that flight after you say

that. How do you keep an entire flight up? Tell them you think you have enough fuel to get there. It was crazy. So I almost didn't make it out of there and I would have you know had to stay an extra week which I can think of worse things. But I was ready and my dad was in panic mode. He's like, "I've got clinic tomorrow. I have to get home."

**Scott Todd:** How would your own wife have handled that? Like, "Honey I'm stuck here for another week, sorry."

**Tate:** Well, I wouldn't have been able to call her.

**Scott Todd:** Oh so you would have never showed up.

**Tate:** Yeah.

**Scott Todd:** [00:37:59] [indiscernible] great.

**Tate:** Yeah I mean I wouldn't have been able to call her. They had like some crazy expensive Wi-Fi out there but I would have messaged and just like, "Christmas Island has me. I'm lost. They took me. I can't get home." I told her when we landed in Hawaii and she's like, "I would not have been okay with that. You would have had to find a way out of there." It's like there is literally no way to get off this island.

**Scott Todd:** What am I going to do? Row in a boat.

**Tate:** It's not like you can get a private jet to come pick you up either. It's like one flight once a week. That's it.

**Scott Todd:** If you'd called me I would have gotten you.

**Mark:** Yeah. I think the moral of the story for me is I have now a reverse bucket list of things I never want to do. Number one fish with Tate in Christmas Island and risk my life. That's like on the top of the bucket list.

**Tate:** Hold on Mark. Before we say that let me just let me just share a photo with everybody and you tell me you wouldn't want to do this. Hold on.

**Mark:** Erik just sent a picture in the chat. It looks really cool. No, I'd want to do it. I just want to survive.

**Tate:** I mean after we took off I realized I had emergency evacuation insurance but I don't know that sounds kind of expensive to turn on. So, I



probably just would have had to stay an extra week that's all. So I just sent you a picture

**Mark:** 'Bear Land' Aaron is running the podcast. He's like, "Tate and Mark are stuck in Christmas Island another week due to inconvenient weather.

**Aaron:** Scott is flying out to go get them so.

**Mark:** Yeah.

**Scott Todd:** I read a flight accident report about like a plane that I could fly. I'm not talking about some big commercial jet. I'm just talking about some plane you know like a private plane, right? It crashed like they had to make an emergency landing in the middle of like the Pacific Ocean because the pilot had decided he was going to fly from LA to Honolulu. Like what are you thinking, man like seriously? Come on. Get on a real plane and fly that thing. I wouldn't do it.

**Tate:** I mean I've spent some time now in the Pacific area like on these islands fishing and it is remote like you're out there man. I can't imagine going down out there. I mean you could see how these big planes just disappear because there's so much water out there. I don't know.

**Mark:** Those pictures are gorgeous.

**Scott Todd:** These pictures are incredible, man.

**Tate:** Yeah.

**Mark:** I think its back on the bucket list.

**Scott Todd:** We should have Bootcamp there. Rustic Bootcamp.

**Erik:** It would be a week long.

**Scott Todd:** Yeah, maybe two.

**Tate:** Book for one, plan on two kind of thing.

**Scott Todd:** They have got plenty of rice you just got to bring whatever else you want to eat.

**Tate:** Yeah, Scott you would have hated it.

**Scott Todd:** If you were on a deserted island what would you take to eat? That's a good question, Mark.

**Tate:** Beef jerky.

**Mark:** That's a good question.

**Erik:** Cheesecake Factory?

**Scott Todd:** Cheesecake Factory

**Tate:** I would just Uber, I'd Uber eats it. I'd take my phone.

**Erik:** I think by the way they probably have a Cheesecake Factory in Honolulu. So you did go through Honolulu, right?

**Tate:** What we could do is better yet do this, we'd have a Bootcamp in Honolulu and then we could go fishing.

**Erik:** See that Tate's module for when you have financial freedom and the time what do you do with it?

**Mark:** Yeah. We can do like Land Geek Adventures you know fly with Scott, fish with Tate,

**Tate:** Jam with Erik.

**Mark:** Jam with Erik. Go on the Dojo with Mike. You know ride a motorcycle with 'Bear Land Aaron'. Survive Wisconsin with Scott Bossman.

**Scott Todd:** Put out a fire with Zaino.

**Mark:** Yeah, exactly. Just have dinner at the firehouse with Zaino.

**Scott Todd:** Mike, can maybe we should Bootcamp or something up near you. You get the fire truck out there and we have like you know like wet and wild days man like you know you would let the hose go and we got to work together as a team to go up there climb up there and control the hose. Like team work and everything through the Land Geek Adventures

**Mike:** That could work.

**Scott Todd:** Have you ever done that Mark? Have you ever like wrestled a fire hose?

**Mark:** How do you know what a ball bearing is?

**Scott Todd:** So I did that. I went to this competition I was like on a team and like the hose was loose right like it was loose and so you had to like go to the base like where it starts and you had to crawl out there. Zaino knows what I'm talking about we're kind of honorary fireman here. Me and my team had to crawl out there. You had to like capture the hose but remember it's like going like crazy like this, right? So like we're crawling out there and I'm like leading the way, Mark. I get to the end and we were wearing the helmets and the mask and everything. I get to the end, I go to grab the nozzle, and I grab it. But when I did it's like it shot back on me and all the water goes up into my helmet. It's like drowning me. I'm like, "Ooh. I'm out. Somebody else get it." Oh man, it's hard to do.

**Mark:** I don't even know what to say from that. All right, I'm running to Whole Foods. I'm making salad just a salad. I've got to be healthy for Bootcamp. So see you guys.

**Tate:** See you.

*[End of Transcript]*