



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

Mark and Scott talk with: Erik Peterson - [LandOpia.com](https://LandOpia.com), Aaron Williams – [BearLandProperty.com](https://BearLandProperty.com), Mike Zaino – [ThreeLandGuys.com](https://ThreeLandGuys.com) and Mimi Schmidt - [PartNParcelProperties.com](https://PartNParcelProperties.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). We've got the usual suspects today on this week's Round Table the 'Technician' Erik Peterson. Erik how are you?

**Erik:** I'm good.

**Mark:** Good to see you. We've got 'Bear Land' Aaron Williams. Bear Land how are you doing?

**Aaron:** Doing great. How are you?

**Mark:** Great, great to have you. We've got the most feared woman in the country the 'Terrorist Hunter' Mimi Schmidt. Mimi how are you?

**Mimi:** I'm doing great. I all excited about Bootcamp although everyone won't hear it until the week after, right?

**Mark:** Yeah. I'm just going to assume that we had a great Bootcamp and that we're all exhausted.

**Mimi:** Yep.

**Mark:** So yeah, but if you don't want to be exhausted you're just going to feed off the energy of the 'Zen Master' breathe in the mailing, breath out the marketing Mike Zaino. Mike how are you?

**Mike:** I'm doing wonderful Mark. It's great to be here.

**Mark:** It's great to see. I like those new Beats too.

**Mike:** I'm rocking them.

**Mark:** That's right, that's right. You know who likes those beats?

**Mike:** No.

**Mark:** It's the notorious Tate Litchfield - I love it when you call me 'Big Poppa'. Tate how are you?

**Tate:** I'm great yeah, doing well thanks.

**Mark:** Good to see, good to see you. Today's podcast is sponsored by LOTS (Looking Over Tate's Shoulder) go to [TheLandGeek.com/LOTS](http://TheLandGeek.com/LOTS) to learn more. Also, Flight School Live go to [TheLandGeek.com/training](http://TheLandGeek.com/training). Schedule a call with Mike and Scott and of course I'd be remiss if I didn't properly introduce Scott Todd who's back on the Round Table not that he's ever left. You know him, you love him [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com) and how to automate those Craigslist and Facebook postings [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek). Scott Todd how are you?

**Scott:** Mark I'm great. I was trying to rack my brain like did I miss something or was I not on here but I think I was here.

**Mark:** You were here. It's just my way of getting back at you for all the cheesecake jokes.

**Scott:** Are we going to bring back the Cheesecake Factory already?

**Erik:** Please no. Let's keep going, let's keep going.

**Mark:** Let's just keep moving forward. So I've got a new course, it's complete but I think this Round Table podcast is really going to be the cherry on top the proper way to wholesale a deal if you're a buyer and a seller. Now my course which is a free course that's coming out is *How To Double Your Money 21 Days or Less* and wholesaling has a lot of advantages because you don't have to get a list, you don't have to scrub a list, you don't have the price list that's already eliminated. You just go to the wholesaler who's already done all this hard work and you buy it from the wholesaler whom we'll learn today better leave enough meat on the bone for you as the whole retailer to make money and then as you're the seller selling it the quickest way to sell it as well. So the course goes through all these pieces: buying it right, doing your due diligence, trust but verify your wholesaler and then how to quickly sell it, 21 days or less double your money. Erik Peterson let's just start with you as far as buying wholesale goes what would be your advice to somebody who is just getting started and they want to double their money?

**Erik:** Okay so this is for the buyer side. So I'm the wholesaler, I'm selling the property to them on what they should expect is number one I did my due diligence but you need to go out and do your own due diligence okay; you need to trust but verify. So if you're using Land Geek VAs give them that property, have them do the due diligence on it. They need to verify the taxes on the property and inquire with the wholesaler to ensure that they're going to deed that property to them with the taxes paid up to current. That's kind of the expected practice that the wholesaler would take care of any back taxes unless they're telling you that upfront you know, hey there's \$500 of back taxes on this property, they're going to transfer with the property. Otherwise the wholesaler should take care of that.

The paperwork the wholesaler is going to do the paperwork. They're going to ask you how you want that property deeded and they'll fill out the new deed and if there is a supporting state specific form they should fill that out as well. As the wholesaler they should then reach out to the buyer and have them confirm the information on the deed. When you get that deed to look at and that TD 1000 or state specific form whatever it might be as the buyer you should be checking your information, making sure your name is correct, your business name, your address things like that, the parcel numbers is the one that you're buying all those kinds of things you should be verifying before that wholesaler goes and signs and notarizes that deed and records it for you. That's the last step in the process.

The wholesaler is going to record that signed and notarized deed for you and then provide a copy of that finished deed. That's kind of the standard practice that I would expect to have; you know that's pretty much how I

work. I guess the only other thing I would add you know if you're buying wholesale it's okay to try to get to negotiate. However, you need to do that before you put money down on the property. So if the wholesaler is accepting a down payment to lock up that property don't pay that down payment and then you know come the next day and say well I know you're asking 2000 but would you take 1800 you know if you want to do that do it beforehand. Maybe the wholesaler will agree, maybe they won't, but it's important to do that before you lock up the deal.

**Mark:** Mike Zaino what do you want to add to that?

**Mike:** That was pretty inclusive Mark. I mean he covered everything and sounds like there might have been a personal experience there at the end, where someone tried to pay and then ask him for a better deal. But yeah I always tell people you've got to treat it as an accepted offer. When you're the one buying the property treat it like an accepted offer. Do your due diligence as clearly stated and yeah I mean it's an accruing process, the more you do the better you get just like our whole business is meant to repeat so is it wholesale same thing rinse and repeat.

I think that he basically covered everything really it's just there are some intricacies in there because you know people it's in terms of how you're going to... I guess if we were looking at how to price it because you're the one that's going to sell it well you've got to know your market, you've got to know your comps and you'll learn very quickly if you're priced too high because nobody will buy it and then you know that [00:07:51] [indiscernible]. You've got to leave meat on the bone now we always say that. You've got to have it sold so that the person can almost double their money cash or they could definitely make 300-400% in terms, maybe more and then you've got to be comfortable with it. I remember in the beginning now you know the hardest part is to kind of divorce yourself from the fact that these people are going to make a lot of money. You can't look back and say well geez why did I... you'd want them to make money and you want them to get excited. I remember someone brought from me and they were like, "Well geez I didn't want to tell you how much I made." I'm like that's great. You want to buy a couple of more? It's like you want them to make money. Because they're going to come back and there was no use in really being a wholesaler who wholesales one property. You know what's the point? If you really gouge somebody and then they never come back that's not good. So there are a lot of intricacies Mark but I think that the basic Erik definitely covered them all.

**Mark:** Tate Litchfield thoughts?

**Tate:** I mean I buy a lot of land wholesale, a lot of it and I can tell you what my main pet peeves are you know it's when somebody will say like hey I've got wholesale land for sale and I'd say great send me over, let me take a look at it and I'll ask what the price is and they'll say well make me an offer. It's like you don't want me to make an offer because I'm going to make an offer of what I would pay for this, you know, if I were buying it direct from the seller. So I think it's important to have a price listed.

Provide all of the information that I need in order to make my decision quickly: so GPS coordinates, you know APN, a correct legal description, if you have some comps or any other basic information that all help speed up the process. If you're trying to wholesale some property your goal needs to be to sell these quickly and do whatever you can do to make moving that inventory easy. So you know don't try to change the price. I tried to buy some property from a guy the other day and I told them which ones I wanted but I told him I wasn't going to buy it until I had The Land Geek VAs do due diligence on it because I've never worked with him before and he said, "Yeah, no problem." The next day he emailed me back and said, "Oh I sold those." It's like all right well that's kind of not cool because I said I wanted him and not sure I want those other five either now because you sold those out from under me. I mean you can't give me a day or two or the problem could have been resolved if he had done or had been willing to share his due diligence which he wasn't. So that was kind of fishy. So those are some of my big pet peeves but hey you know there are plenty of wholesalers out there and I love to buy wholesale land. I absolutely love it. I think it cuts out a lot of the work and a lot of the middlemen and you just get straight to marketing which is fun.

**Mark:** Yeah absolutely. I mean one of the craziest deals I ever did was with a wholesaler and basically he was like, "Look if you don't buy this I'm going to go to this guy that I know would ruin the market. So I quickly did due diligence, I missed a bunch of stuff and so you don't want to ever feel pressured even though the price is right necessarily to close too quickly and you know take your time. Deals are like the bus there's always another one down the road. Scott Todd what's sort of the rules that you have as far as you know, right before you're going to buy wholesale?

**Scott:** Well essentially like it's been said I want to be able to double my money right. When I pay it I need to be able to double my on the cash not the terms. Someone can't come in and say well you know it sells for 4000 on terms or 3000 on cash so I want \$2000. Well that leaves me no room for negotiation. It kind of puts me into a bottle. The other thing is that... So that's just one piece on buying side is that you've got to leave room. You've got to know the pricing because you're coming to me and asking me to buy

and essentially I might ask you like okay what's the retail price of this and it's always nice when someone can give me the comps because as a wholesaler your job is to make it easy for me. Like that's one of the reasons why I'm paying you a premium. I'm paying you a premium over what I could buy it because you're like the easy button for me. So you should be able to tell me here's the comps, in fact here's prove, here's some links of Land Modo. Great those are always nice. You know here's the due diligence, here's some work that I did, here's our marketing package. Great now you're adding value to the transaction as opposed know here's a property and you think of the transaction alone has value, it doesn't. So essentially add value to the transaction and that's what you're getting paid for. You're getting paid to do something.

I think that like Tate said I think it's wrong when someone comes to you and they say, "Hey listen I want to sell this wholesale." You're like okay great I need a couple days and then they get anxious, they get an offer from somebody else next thing you know they bolt and you have spent time and money to do due diligence or to get ready and then they're gone. They're like, "Hey I got an offer from somebody else." Okay well I just spent 30 bucks or 50 bucks doing due diligence on your behalf and essentially you're going to go to somebody else because maybe they offered you a little bit more or something well then you should have gone there first. Like lesson learnt add them to your buyers list and do it next time but when you say you're going to do the deal do the deal. Be someone that you're trustworthy and if you're buying wholesale well again the same rules apply in reverse.

Yeah, you've got to be able to double your money so you want to buy it right. Essentially when you're buying wholesale essentially what you should understand is that if you say you're going to buy it you buy it. I know for a fact like I have had someone buy a wholesale property from me and guess what they returned it. They're like, "Hey, I really can't sell it so I want my money back." I'm like that's not cool. You bought the property, you are an investor now, this is not preschool, this is big boy school, you're an investor, you made a decision now you need to figure out how to sell it. "Well I just want my money back." Well why? Like I gave it to you at a discount. I mean don't get me wrong I gave them their money back but guess what?

**Mark:** I wouldn't have. I would have taught them a Scott Todd. I'm like look this is wholesale. You go to Nordstrom rack all sales are final. That's why you're getting such a good deal at Nordstrom Rack. You don't want that, you want to have a return, you want a return policy go to Nordstrom pay 300% more okay.

**Scott:** I didn't want to deal with them so I gave them their money back and then they were off to the races. But that's not cool like it's not cool figure it out, work it out, sell it. You know that's really the thing is that you've got to keep moving your feet. We talk about this right like you got to keep moving forward and yeah you know what? You may not know how to solve the problem right now. You've got to stop sometimes and really dig deep because the success that you want is going to come to people who really want it. If you don't really want it the world gone know it and then it will be like let's go to someone who really wants the success.

So you know essentially that's kind of the rules is that be cool. I mean I actually had someone in a Flight School class once Mark that they really got freaked out because they sold land, they were buying land wholesale, they were buying the land... No I'm sorry they sold the land, they transferred the deed and then they never heard back from the person who was buying it and they are like, "Hey what's going on?" Then it's like quiet crickets like nothing and it freaked them out.

It freaked them out because it was their first transaction and they were selling this land. They transferred. They thought that they had been hosed. Finally, they get in touch with the person by text and the person's like, "Who is this again?" And I'm like, what? You're doing a transaction with somebody especially on a wholesale deal you need to communicate more than anything. You need to communicate because this is like the world of rapid-fire land investing. Do the deal, communicate, hey this is what's going on, white glove service get out and do it again. But you know if you're going to go missing on somebody when they transfer the land to you you're not going to pay them, you're going freak people out and you're going get a bad reputation in the community. Don't be that person.

**Mark:** Yeah, absolutely. So in my course, I'm going through and showing people how I buy wholesale or the way to do it. So I'm going to [LandModo.com](http://LandModo.com) and I'm looking at okay here's the retail price and just divide by two. Then I'm like okay now contact the seller. Now the seller may or may not sell to you wholesale but it doesn't cost you anything to find out. So just for fun, I emailed Jenny and Tyler the land deal and I'm saying "Hey would you take...?" They had it listed for five grand. I'm like, "Hi, would you take 2500 for this property," just as sort of a case study. She emailed me back she's like, "Okay, yeah." She's like, "Here's my you know my checkout link. Go ahead and deposit the \$2500." I was like, "No, no I want you to sell this on retail. I was just doing this for you know a case study."

Then I started thinking to myself well maybe I should buy it like okay. But because they're coaching clients I didn't feel like it was the right thing to do

necessarily. But it just goes to show you know like honestly I think Tate Litchfield is the perfect example of what life is like in the land business you're just fishing. Just keep fishing, right? Sometimes you are going to catch a twelve pounder sometimes you might get nothing that day. But you just keep going out there keep fishing and someone's going to accept the offer.

**Tate:** I have to tell you this story about my last fishing trip. So I'm out there, middle of nowhere and I meet this guy and you know we're out in the middle of the ocean and that rig sun is hot and normally you're wearing kind of like a long sleeve shirt to keep the sun off, a hat and you know either shorts or a pair of pants - water wicking pants and this guy's out there wearing a basketball jersey and a pair of like Hawaiian swim trunks bottoms. You know after two or three days looking at him I'm like, "All right man what's the deal behind the basketball jersey?" He said ... It was a James Harden jersey. You know the guy?

**Mark:** Sure, the beard.

**Tate:** Yeah, yeah. He goes, "I fish like James Harden plays basketball." I was like, "I don't know what you mean." He's like, "I just keep shooting, I just keep casting all day long and eventually I know that I'm going to make it happen." So yeah got to keep fishing

**Mark:** Yeah. You've got to show up. 80% of success in life is shown up. You've got to keep casting shooting. It's a numbers game. So let's go to 'Bear Land' Aaron and Mimi and let's talk about the other side of the transaction. So now we know how to buy wholesale but how do we quickly double our money and sell it. 'Bear Land' Aaron what are your thoughts?

**Aaron:** Well I guess you have to start off knowing your market pretty well because that means you have to be able to buy that property right. You know you can't... You know there are certain properties that you may buy that are kind of going to be something that you need to retail. Maybe they have a lot of back taxes but the deal still makes some sense. But that's not necessarily going to be a property eligible for wholesale. You know because you're just not going to make it work and then you're going to be one of those people that are trying to wholesale a property with no meat on the bone because you still need to make back what you put into it and a little bit of profit but unfortunately, that squeezes the other end too tight. So assuming you can buy it right you know then you want to ... You know we've got a great community of a lot of people who are educated correctly. So you've got a pretty good market to be able to sell that and there's different



ways you can go by it. You can put a wholesale price on Land Modo. You know you can offer it...

**Mark:** Wait, we've already bought it wholesale so now we are selling it now retail. Yeah.

**Aaron:** Oh, so post-purchase retailing?

**Mark:** Post-purchase right. So I already bought wholesale now I'm going to sell it retail to the new buyer.

**Aaron:** Okay. So at that point to me, it's not any different than any other. I mean I know my margin's going to be smaller than if I had purchased it. But I'm going to put it out there and as soon as I have an agreement with the person that I bought it from or it's deeded you know whatever I'm going to start premarketing that property and then send it out to my buyers list and you can get it in the market rotation and it's going to be priced the same as anything I'd bought. I just know my margin is a little smaller but the nice thing is I can speed up the entire process a little bit because it didn't involve the first half.

So even though my margins are smaller I can add a little bit of speed to that money just because there was less time involved in the purchase end of it. So I'm going to put it out for terms. I'm going to put it out for cash sale and rinse and repeat. I mean there's not much different. The only thing I would say though is if the person presented photos to me so I could see the land that sort of thing or certain marketing materials I think it's fair to ask you know if you're allowed to use that. You know like...

**Mark:** Well, let's ask Mike Zaino. Mike when you wholesale a deal do you allow your wholesaler to use your maps, to use all your material that you're providing them for due diligence?

**Mike:** Of course I'm encouraging it. I want them to sell it so they buy more, absolutely.

**Mimi:** Yeah. Mike was the first person that I wholesale bought from and he's been doing it so much he spoiled me. So I thought when I bought other wholesale deals that it would be the same experience, right? I learned quickly that it wasn't the case. So some tips I would suggest make sure if you're buying a wholesale deal that the seller sends you draft deeds, draft TD-1000, whatever supporting documents required before the transaction is complete. Make sure they're doing those for you. I've actually had a person I taught his VA how to create a deed with multiple properties on it to save the

filing fees, right? You file one deed as opposed to two or three and then he charged me a document fee. So as a wholesaler you shouldn't be charging other investors doc fee, right?

**Tate:** I would have stopped the deal right then and there.

**Mimi:** No, I couldn't. So as a seller or as a buyer do not pay any doc fees you know from a wholesaler, another tip.

**Tate:** Mimi, did you not tell him, "Do you know who I am?"

**Mimi:** Well, I wasn't at the time but yeah I see and I completely agree with keeping your word. If you make a deal with somebody follow through with it. I've had that happen a couple of times. I even had somebody recently say, "Well send me a check." I said okay and the next day he's like, "I'm not going to the deal with you because on Facebook I can get the money almost immediately." I'm the number one proponent of paying for wholesale deals on Facebook. I was only going to pay you a check as you asked me too. So I recommend paying for wholesale deals on Facebook save yourself fees. The only thing different when I'm going to sell a wholesale deal is I always check my yields, right? Since my margin is going to be yes or less I check my yield on the financial calculator to make sure it's still within my allowable you know my okay range. Then everything else is exactly the same. Same [00:24:55] [indiscernible].

**Mark:** Yeah I mean I would make the argument that in today's market the fastest way not to sell is going to be Facebook for we got like the whole retailing model. You buy wholesale and you sell retail and I think that it's going to be on Facebook. I think you could do either quick cash but I think you are going to have a bigger buyer pool on easier terms, right?

**Mimi:** So like when Erik and I started on Facebook two, three years ago it was just a couple of us out there. It would take me 20 minutes to get a sale and then 50 or 60 on Craigslist to get a sale and that's really changed. You get it'll take me a lot more Facebook leads but I get them faster. So it's still the fastest way to sell but I do need more leads for those to sell. On the buy-sell groups, you'll find a lot more tire kickers but not as many on Marketplace because people are becoming more savvy and they're more accustomed to seeing land now. Whereas before they'd never seen it two-three years in they'll go out looking for land and I'll see my post will even tell me I know this person is a buyer because he's bought from other investors. So there are repeat buyers out in the Facebook Marketplace market now that are very savvy with land investments whereas two-three years there were not.

**Mark:** All right great. So, Erik Peterson, I bought it wholesale quickly, got all my marketing material, put it on Facebook, I sold it. Now I've got to close it, right? What's the quickest and easiest way now to close that deal with your new retail buyer?

**Erik:** Like the down payment via Geek Pay?

**Mark:** Down payment as well as doing the paperwork.

**Erik:** Yeah. So down payment, doc fee via Geek Pay and use LG PASS to generate your docs and something like Sign Now or Write Signature or Docu Sign etc. to have those documents electronically signed. You should be able to finish that whole process in typically like a day if your buyer is you know pretty proactive in terms of doing their portion.

**Mark:** All right, fantastic. Tate, you want the last word on this

**Tate:** I don't know what else I'd add. I mean Erik kind of nailed it. Just you know be transparent when it comes to either buying or selling wholesale. Everybody needs to win in that situation. If everybody's not winning and everybody's not happy it's not a good deal but you know that trust that you gain. Mimi said that she worked with Mike at first and then she's worked with other people and she'd probably rather work with Mike again over a lot of these other people she's done deals with. I know I'm that way because I trust Mike. I don't even necessarily do a whole lot of due diligence when it comes to buying land from him. It's like here's the price, cool. We don't beat each other up because I know he's given me the best deal possible and the reason he's giving me that deal as low as possible is because he knows I'm going to commit to it within the next hour or two. That right there is kind of the beauty of how buying or selling wholesale really works.

**Mark:** Yeah it's the quick nickel over the slow dime and money loves speed for sure. Now we're at that point in the podcast where we get to put Mike Zaino on the spot. But of course he's getting bailed out again by Mimi Schmidt to do her tip of the week a website, a resource, a book may be a quote something actionable where our Passive Income listeners to go improve their business improve their lives. Mimi, what you got?

**Mimi:** Well, I made a video for my VA when I'm ready to start marketing a property he has to make some pictures of the lot lines, right, of the plant map or you know print screens off of Google Earth or that kind of thing and I was using Paint. So he was having to print screen, paste it in paint, cut it out and save it. You guys may have a similar app this is called Lightshot and you

can download it onto Mac or Windows and all you do is you press print screen not even control or shift print screen, press print screen you drag the picture and say press save. So there if there are others that you guys use that you like to just you know let's talk about it. But that's been so much easier than making a video for my VA to do my marketing maps.

**Mark:** Wow. That's awesome. I mean something that clever I'm surprised is even available for Windows but that's amazing that it is.

**Mimi:** What do you guys use? Come on Erik.

**Erik:** Erik I like Skitch. Have you ever used Skitch?

**Mimi:** Is it similar?

**Erik:** Yeah.

**Mimi:** All right. [00:30:15] [indiscernible]

**Mark:** Scott Todd, have you lost your stylish yet on the Surface?

**Mark:** No, in fact, I have it right here. You know why Mark? Because it's magnetic and you just go pop and it's right there. Let me tell you the Surface tablet it is so damn good. It's like I barely even touched it the other day like I wacked it hard and it barely even moved. I was just like lost? No, no. Listen, listen I know for a fact, I know for a fact that the Mac is out the door and there will be more just like me converting. You watch. You mark my words.

**Mark:** Well we'll see. We'll take a poll at Bootcamp.

**Scott:** We can take a poll. Listen it might take one person at a time. If I'm the only one out there preaching it, no problem I will keep preaching it because the cool kids use the good technology. Let me tell you what happened to me the other day something about Mac. I fired my old Mac because I've got to get something off of it. I'm sitting here I'm trying to do something, guess what? It locked up. My surface, months, no locks up nothing, nothing.

**Mark:** 'Bear Land' Aaron?

**Aaron:** I don't know man.

**Scott:** Speechless, speechless

**Aaron:** No. See a lot of people have... Remember when Mac started to get good and we were all telling people no you got to get rid of Windows and get a Mac. It's like you won't believe the experience? But everybody was kind of stiff-necked about it because it's like oh I've already got all this you know I have this paid for the software. I've got my QuickBooks and my Excel and my whatever for my Windows machine and now I'd have to buy new software. It's like well now it's the other way around. You know I don't want to have to buy all new software for Windows machine. I think I'll stick Mac out for a little bit longer and see what their vision is. See you know kind of the combination between iOS and Mac OS it's starting to come together. So I think...

**Scott:** It's not.

**Aaron:** There it is. There it is.

**Scott:** Listen, if you use Microsoft Office 365 it just converts over. There's no buying software anymore. If you're buying software that doesn't convert between different platforms you're using the wrong stuff man.

**Mark:** I saw in Tampa that there's going to be a Microsoft Surface meet up at the Cheesecake Factory tonight. I assume Scott that you are the one leading this.

**Scott:** I won't be there but I'm sure you guys will be. Cheese bread?

**Mike:** Make it Panera.

**Mark:** I mean you'd need about five to six thousand calories for your mind to start even to process slowly enough the cloggy software of Windows. It's like when they give you donuts at the dealership now let's make a deal.

**Scott:** How's it going writing on your MacBook like when you take notes like you take out a Sharpie and you just use it there on a piece of paper?

**Tate:** Scott man I'm not in school anymore. I type everything. I'm an adult.

**Scott:** Yeah okay. All right, that's good. That's good.

**Mark:** It's good.

**Aaron:** It's called the trackpad.

[00:33:52] [indiscernible]

**Scott:** That's a separate device, right 'Bear Land'?

**Aaron:** Yeah, but it goes with me to any computer I want to use. Erik's got one too I bet, don't you?

**Erik:** I don't actually. No trackpad.

**Aaron:** You don't?

**Erik:** Rather than on my MacBook but not a separate one.

**Aaron:** You don't have a separate one, okay.

**Mark:** Well I want to thank The Land Geek nation for putting up with us and listening to us and supporting us. If you're getting value from these podcasts send it to a friend, email to a friend, share it on the interwebs in social media. We really appreciate it. Of course, support the podcast by just doing three tiny little things: you've got to subscribe, you've got to rate, you've got to review the podcast. Send us a screenshot of that review to [Support@TheLandGeek.com](mailto:Support@TheLandGeek.com) we're going to send you for free the \$97 *Passive Income Launch Kit*. Again, check out the first season of Lots. Go to [TheLandGeek.com/LOTS](http://TheLandGeek.com/LOTS), L-O-T-S. Of course, learn more about Flight School Live. Get it done in three days, [TheLandGeek.com/training](http://TheLandGeek.com/training). Are we good Round Table?

**Scott:** We are good.

**Mark:** You're ready to do this?

**Mimi:** Yeah.

**Mark:** All right.

**Aaron:** I'm going to try it this time.

**Mimi:** Oh, oh.

**Mark:** Wow all right so we'll be ready for that lag. One, two, three ....

**All:** Let freedom ring.

**Mark:** That was so that Erik winced in pain. He physically winced in pain. I have never seen it.

**Erik:** That was really bad.

**Mike:** If they want to hear it they got to come to Bootcamp Mark because it's nothing like that live.

**Mark:** That's true. That's true. Yeah, the next Bootcamp is going to be in Tate's backyard, Vegas. What happens at Bootcamp stays at Bootcamp only the Vegas boot camp really.

**Tate:** Yeah.

**Mark:** Yeah.

**Tate:** It's going to be fun though. It will be a nice time. The pool will be warm, the sun will be out.

**Mimi:** Won't it? How hot does it get in August into July?

**Tate:** I don't know. After 100 it's all the same basically. It's just going to be hot. You just got to come prepared knowing you're going to be hot.

**Mimi:** I did it Phoenix last summer that was great. It was that hot, 110.

**Tate:** I love it. I'd rather be 110 than then still frozen right? Like I've been in shorts... How long have you been wearing short sleeved shirts, Mark? Did you even wear long sleeve this year?

**Mark:** I don't have any. I don't own any because I don't need any. Maybe I do. I do. I'm joking. You know I've been starting the short sleeve thing since it cracked over 80. But what's funny is my wife is like look we're wearing short sleeve you know eight months out of the year. She's like, "Please, please wear long sleeve when you can." I'm like, "Okay I will."

**Tate:** Yeah.

**Mark:** Because she gets tired of seeing me in the same clothes. I don't know.

**Tate:** I don't know about that.

**Mark:** Yeah. So, all right well I'm really excited to see everybody for Bootcamp. 'Bear Land' Aaron you will be missed as always.

**Aaron:** I will miss everybody quite a bit.

**Mark:** But everyone else we're going to party like rock stars, as usual this weekend. Mike, are you bringing the cowboy boots or no because it's...?

**Mike:** Well it is Arizona. You're right.

**Mimi:** It is Arizona.

**Mike:** That qualifies as cowboy boots nation, maybe.

**Mark:** It is southwest. I don't know Tate in Vegas do they wear cowboy boots?

**Tate:** During the rodeo yeah.

**Mark:** During the rodeo?

**Tate:** I mean in Vegas you can wear or not wear whatever you want. It's totally fine.

**Mark:** That's true. I feel like because of Erik in Tennessee like he'll feel more comfortable if you bring the cowboy boots.

**Mike:** Yeah.

**Erik:** Even though I don't own a pair.

**Mimi:** Well at least a hat.

**Mike:** I do have a new hat. I have a new hat for Bootcamp. It's not a cowboy hat though.

**Mimi:** Okay

**Mark:** All right. All right, well thanks everybody. And we'll see everyone next week probably very tired Post Bootcamp which is always kind of fun but we'll tell some Zaino stories for sure.

**Mimi:** Javelinas.



**Mike:** Don't bring those up. Those are scary.

**Mark:** They are blind do you know that? They are like blind pigs.

**Mike:** Yeah. You know I would never run into one because I can't go into the wild in Arizona because every plant attacks you. So I'll never get attacked by Javelinas because I won't even step foot off the pavement because everything out there bites you, all these pickers oh forget it. They're real danger. Stay out of it.

**Mark:** It's not like Florida like you got to be tough to live out here, you know?

**Scott:** I mean do you see the news with all the Florida men? I mean we've got to survive amongst them.

**Mike:** World War Z of Florida.

**Scott:** Come on.

**Mark:** I feel like there should be like a Netflix show, Florida man.

**Mimi:** Definitely, there should be.

**Mark:** We are going to survive.

**Scott:** Yeah, yeah.

**Mark:** Like the zombie apocalypse except instead it's like just Florida man.

**Scott:** It is interesting when you hear stories that you're like that's over there. That's somewhere else but then when they hit like close to your home you're like, "Whoa that was pretty close." Just the other day it wasn't Florida man it was Florida women three Florida women. They go to a rest stop interstate rest area that is literally like in my town and they go there and apparently they had like got kicked out of the house that they were living at or something like some altercation. I don't know. They end up at the rest area. They spend the night.

You know what? They need a shower. So you know what they do, right? They do what any other normal person would do who's in that situation. At the rest stop, they strip off their clothes and they take gallon bottles of water and they start bathing out there at the rest stop next to the interstate. Then when the police show up they do what anybody would do which is they

get in the car and they flee from the police with no clothes on, okay? Then they go and they create a ruckus in the town like they got a police chase after them because they ran from the police and they're like, "What's the problem. We're just showering here." Whoa, that's scary.

**Mark:** They are like in Vegas this is a Cirque de Soleil show like we would sell this.

**Scott:** It happens right on the strip every day. I've seen it but like...

**Tate:** It's acceptable.

[00:41:18] [indiscernible]

**Scott:** We are not Vegas. We don't want that crap here.

**Mike:** Weren't they arrested in Cheesecake Factory the final scene of that?

**Scott:** Apparently, allegedly there were in the Cheesecake Factory. I don't know. No proof of that though. Okay but they did not make it to Panera Bread. I'll tell you that. No way.

**Mark:** Oh my gosh. Well, this is always fun, isn't it? It's just good times. All right, well I'm going to go eat some lunch and get ready for Bootcamp. Thanks, everybody.

*[End of Transcript]*