



# THE LANDGEEK

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

Mark and Scott talk with: Tate Litchfield - [FrontierPropertiesUSA.com](https://FrontierPropertiesUSA.com), Erik Peterson - [LandOpia.com](https://LandOpia.com), Aaron Williams - [BearLandProperty.com](https://BearLandProperty.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. We've got the 'Technician' Erik Peterson. Erik how are you?

**Erik:** I'm good.

**Mark:** Great to see you. It's been hours since we...

**Erik:** I know.

**Mark:** Been hours. We've got 'Bear Land' Aaron. Bear Land how are you?

**Aaron:** Hey, I'm doing great. Sorry I missed you all. I'm excited to hear how it went.

**Mark:** You were there in the room for sure.

**Aaron:** I felt it.

**Mark:** You felt the love.

**Aaron:** I did.

**Mark:** Yeah. We've got the most feared woman in the country the 'Terrorist Hunter' Mimi Schmidt. Mimi how are you?

**Mimi:** Hi Mark. I'm doing great. Running on caffeine, keeping me alert and awake.

**Mark:** I don't think there is anything wrong with that. I'd say half my life has been run that way now. So good on you and then we've got I love it when you call me 'Big Poppa' Tate Litchfield the 'Big Poppa'. Tate how are you?

**Tate:** I'm good. Dealing with the Bootcamp hangover but happy to be on the call.

**Mark:** Yeah. It's a good hangover though, right? Yeah, doing well thanks.

**Tate:** Yeah, I mean it's just drinking lots of water, you know I'm trying to get back on schedule. Naps, lots of naps.

**Mark:** Lot of naps.

**Tate:** But good.

**Mark:** And then of course last but not least you know him, you love him, 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 how are you?

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

**Mark:** I'm good. I'm good.

**Scott:** I have no Bootcamp hangover. Do you know why?

**Mark:** Why?

**Mimi:** Please share.

**Scott:** Because I slept it all. Like I didn't race out like you guys did. I stayed there, I was in bed that Sunday night by like 9:30, I was able to sleep until like 7:00, got it all out of me and I didn't have to worry about the... I think that the travel is the double whammy, I don't know. I feel really fresh, great. Like I feel like you guys are slacking now, like come on.

**Tate:** I'm definitely slacking. I'll just be honest.

[00:02:35] [indiscernible]

**Mark:** I'm having Tate send me some of that Vegas hangover tonic that you get just not from alcohol.

**Scott:** Is it eating like this raw eggs or something? Isn't that what you're saying?

**Tate:** I don't know. I'm just sleeping in.

**Mark:** I have to tell you though it was an amazing room, it was an amazing Bootcamp. Everyone there was so great, so cool to hang out with. There wasn't anybody there I wouldn't hang out with honestly.

**Scott:** You know what's was really cool is like really seeing like everybody like come together and like there're all so motivated. Everybody that was there was motivated, like they really want to make a change in their lives, they really we want to change things up. And like that comes there that brings that energy is so much easier to teach in that room or to lead the room when the room has that as opposed to you know like people who don't believe or the people who are skeptical because that then creates a negativity in the room. So it was really kind of cool that this room had like more of that feel life I like.

**Mark:** Oh yeah it was really cool. I mean it was really cool like at the break. Like Jeff Debar coming in and talking about his case study how he closed a deal in real time at Bootcamp. John Barnett did the same thing and of course, you know, Mimi is in the background. How many deals did you close at Bootcamp Mimi?

**Mimi:** Three but I have two that are super close that came out of that too. So three.

**Mark:** So wait almost five?

**Mimi:** Yeah.

**Mark:** See there's Bootcamp magic.

**Mimi:** Yeah.

**Mark:** And then the land duo Jen and Tyler Charlie they closed... How many deals did they close today?

**Tate:** Five since Bootcamp ended.

**Mark:** Five since Bootcamp ended and then there's Roberto in the background, "Hey Tate I got to 12,000 a month passive." Like it's nothing. Like passive potatoes.

**Tate:** Well not only that Mark he's doing a deal right now where he's going to pay off all of his student loans in one go.

**Mimi:** That's awesome.

**Tate:** I mean one go.

**Mimi:** And he's an attorney. He probably has substantial student loans.

**Mark:** Yeah he does that's right. It's not like...

**Mimi:** It's not undergraduate...

**Mark:** ...not community college it's law school.

**Tate:** Yeah, in one go. I mean we talked about today and we came up a game plan and we kind of came to this conclusion that once those are gone he's free. He'll probably be retiring.

**Mark:** Yeah, I mean the funny thing is though is we always a comparison is the thief happiness. It is fun to throw out these numbers but if you're not doing those numbers so what? This is a marathon not a sprint as long as your mailing and marketing you're doing the business you'll get there. So there's no... don't beat yourself up and I think that was also sort of the theme of the weekend as well was how much is enough and it was really special to just be there and feed off that energy and see everyone's success and excitement and even Lamar Bunts was great. Like he Voxed me after the weekend he's like, "I made the front page of the San Francisco Chronicle

and that being said, I'm still more excited about land than I am about being on the front page of the newspaper." Like that's cool. That was really cool.

So our Round Table topic because we can talk about Bootcamp the entire time is something that I think is so important for people to really kind of nail down mentally which is the importance of time versus money and a lot of people I think don't even realize how valuable their time is or they might have some kind of general idea about it. So Erik Peterson what is your take on time versus money?

**Erik:** I was just sitting here thinking oh Mark's going to start with me and I don't want to go first. I'll go first. So you know in this business, especially getting started I think that it's very easy to look at all these tasks that have to be accomplished and let's say you're past the point of knowing how to do them. So you've done them, you know how it's supposed to work. In theory you could hire it out and have someone else do that for you so you've got more time for other things.

But I think so often what we see in new students especially is that you know they don't want to spend that money even though it might be just a few dollars a week to a VA to scrub a list or to get a list, instead there like well it's only going to take me an hour or a half hour to do that particular task and I'll just keep doing it for now and I'll wait till you know I have more revenue coming in or whatever that time is. But the reality is if they really look at it there time is worth much more than that. If they can do the task or get the task done for \$10 and it's going to take them a half hour or an hour to do there time is very likely worth more than \$10 an hour. So you know that's what we're talking about when we're talking about the time value of money, but that's kind of my thought on it just to start us off.

**Mark:** All right. 'Bear Land' Aaron you want to piggyback on that?

**Aaron:** Yeah. I guess it becomes a mindset issue when you're bootstrapping you know it's a necessity that you do a lot of stuff yourself and then once you have some income coming you know you need to switch your mindset to the other direction and let go of a little bit of cash to free up your time. But it's a really hard thing to do and I think it really depends on maybe like how long you've been doing something yourself or your past experiences in life maybe another job or another business where you know that entrepreneurial kind of attitude is you know get it done, do it yourself, move on you know that sort of thing.

You need to begin to think a different way because when your mindset is saving money, doing it yourself you're into that scarcity mindset and it's like

I don't think you can truly get into that other mindset of abundance until you can learn how to value your time correctly and get tasks that don't give you that high I don't mean reward but that dollar for per minute kind of reward. You need to get those off so that you can kind shift over into that abundance mindset and create something abundant otherwise it will always be scarce. You're going to do it yourself, you're not going to pay somebody you know that's definitely a real thing.

**Mark:** You know it, absolutely. We talked a lot about that at Bootcamp. Mimi Schmidt time versus money what are your thoughts?

**Mimi:** Well even though monthly I sit down and I look at what I need to automate or delegate in my mind I had... Like we've been told that the sales part is the last part you get rid of. So in my mind I thought that I wasn't ready for that yet and this past Bootcamp it was an awakening for me too because I was so busy with leads and I was so grateful. Tate and Erik said to me you need to hire someone to help you with these leads and it is true. I have so many leads I truly can't manage them all and I feel like a lot is drawing apart where I was fine, you know I was theming my day and I had set my habit and I was trying to keep to those you know my mailing Monday dah, dah, dah and it was getting to where I couldn't get top the other things because I as chasing so many leads and it became painful and I didn't even realize it.

So I need to not wait a month, I need to just if something is painful I need to start thinking about how am I going to automate or delegate that. And I also had a coaching student go to a conference recently just about success and home businesses and he had this quote. I don't know who said it that, "If you're not delegating your work or automating your work. You're either in the beginning of your business or you're failing at your business." Meaning it's understandable that when you're building your business a lot of it you're going to do yourself because you want to learn it but if you're all land you know you've got to delegate that or you're going to be failing in your business. There's not a lot of gray there.

**Mark:** No, no there's really not, there's really not. Big Poppa what do you want to add to this discussion?

**Tate:** I would say this like I'm a cheap guy and it is hard for me sometimes to realize that I don't have to do something and I can find somebody else to do it for me for less and some of it comes down to maybe I still enjoy it. But the reality is my time is better off spent helping out with my family than it is doing certain things. It doesn't necessarily mean that I have to work on my business while somebody else is doing something for me. I mean I'll

outsource things all the time that just allow me to have a little bit more freedom and not think about things and everybody's time is worth way more than what you think it's worth.

I was chatting with somebody this past weekend and he said, "Oh I've got one of my to-do lists from Bootcamp is I need to learn this new program." I said, "Why do you have to learn that? Don't you understand the basic concept of how it works?" He said, "Yeah, yeah, yeah." I go all right go hire somebody. We looked online and we found somebody who was an expert in this field for \$7 an hour and we hired him right there on the spot and they're going to work an hour a week for him and boom we just removed one pain point. So it's kind of interesting and I've said it many, many times I'm not an expert at anything except hiring experts and I think this is where that concept of time verse money comes in really heavily in my life is there are people out there who are the best certain tasks and they will do it for me for a very, very fair price.

**Mark:** Yeah absolutely, absolutely and I'm going to give Scott Todd his take but I've got a few opinions I want to share.

**Scott:** Oh Mark I would say that a lot of people don't know what their time is worth. Like you know they really struggle with that piece and it's really kind of an ego thing when you stop and think about like oh well my time is worth. You hear people like say this all the time my time is worth \$2000 an hour, you'll hear fancy attorneys say that when they're talking down to the car dealership or whatever it is and so you hear this thing and you're like that guy is just being pompous. We'll he's not being pompous he truly is somebody that understands the value of his time and it is not...

Sometimes we think like oh let me do my billable rate. Well your billable rate or what you earn per hour that is not what your time is worth. I think a lot of people like get stuck with that because they're like oh well I make a lot of money at my job, \$24 an hour at my job or \$50 at my job and they think well that's what my rate is worth or my time is worth and it's worth way more than that. Honestly your time is worth what you say it's worth because that's how you're valuing it. So what I always say is like find the amount of money that you want to make, divide by the number of hours a year that you want to work and that's your hourly rate.

Now anything that's less than that in terms that you can hire somebody for less than that well then you're making money there and maybe if it's over that well then figure out how to do it yourself. But what you'll find is that very few people are over what you think that your time is worth when you stop and put in that formula. So now go down the path you'll find that the

crazy things that we do sometimes we get in our own way. Hey let me go wash my car as opposed getting on sales calls and calling people because honestly the sales people that's where all the money is in this business so that where you should be spending all of your time not let me go wash my car or let me go create a logo or let me go work on my website. All of that of that is crap because none of it makes the cash register ring. It might one day but the reality is that that stuff is the stuff that really you should be focusing on the sales piece, like the money. Make the cash register ring and that's where you're going to earn your money but you need to really come to grips with what your time is worth and how much money you're truly losing by oh let me go work on my logo or let me go do the easy work or let me go scrub my list, that's ridiculous.

**Mark:** Yeah. I think one of the more tragic things that happen for people is the entrepreneurial paradox where they quit their 40 hour a week job to work 80 hours a week in their own business. How is that a good trade-off? Okay so you got rid of your boss and now what? I mean that's kind of unsustainable for a long period of time. Now yeah, if you're in your 20s and you're starting up a company and you've got to do what you've got to do. Like there's nothing wrong with bootstrapping but you need to be able to have this mindset of what is my time worth, how do I delegate, automate, systematize, eliminate so that I can really enjoy my life, which is the ultimate sort of end game of doing all this anyways.

Nobody has any passion for the raw land. They have passion for the business provides them and their family which is more freedom, more flexibility, more time, the elimination of money stress so they can do what they really want to do in life and I think not having that sort of awareness of why you're doing this and working systematically to get there is nothing short of tragic honestly. All right I'll get off my soapbox. Let's go do our tip of the week. Does anybody have any final thing they want to say? All right I will say it one more time and that's it. You can always make more money, you can't get more time.

**Erik:** I knew it was coming. I knew it was coming.

**Mark:** That's it.

**Erik:** I thought if he makes it through this entire soapbox speech without saying it I'm going to have to never show up on this Round Table again.

**Mark:** But it's true, it's true.

**Erik:** It is true but I just knew you were going to say it.



**Mimi:** It is true.

**Mark:** When are you going to die? Tell me what day are you going to die?

**Erik:** Unlike you guys I don't have a death calculator or a death clock or something. I'm still in my 20s man my life is good.

**Mark:** Yeah. I mean if you want to work on your gratitude read the newspaper like it's just pure luck. These random things can happen to you, terrible luck right. Like every precious moment, every moment is precious, every single moment.

**Scott:** How's your smell Mark? Can you smell well? Is your sense of smell really good?

**Mark:** Yeah.

**Scott:** Okay well as long as your sense of smell is good a study shows that those people with weakened or lower sense of smells have a 50-50 chance of not making it 10 years. I think you're good. I think you might be good Mark.

**Mimi:** All right. Are you left-handed? People that are left-handed have a 10 year less life expectancy than the righties. I'm a left hand.

**Mark:** Are you serious? That's not at thing.

**Mimi:** No, that's a fact.

**Mark:** That's a fact?

[00:19:36] [indiscernible]

**Aaron:** You know what it is, it's the stress of dealing with like right hand cameras and right hand everything for all of you people it lessens our lifespan.

**Scott:** Tate's worried now.

**Tate:** I'm not like super worried but I am going to go to the Oracle and see if this is actually true.

**Mimi:** It's true.

**Tate:** Argh. Do lefties...

**Mimi:** It's true.

**Tate:** ...have a shorter life span?

**Mark:** While Tate is looking that up let's go to Mimi Schmidt for our tip of the week: a website, a resource, a book something actionable to improve our business and improve our lives.

**Mimi:** It's called Avochato but it spelt A-V-O-C-H-A-T-O.com and it's a Slack integration that allows you to text. I had my first text sale this weekend and I honestly get a better response from texting than I do from emails and I do think that it's a more current way of communication texting versus emailing. Like I think once you join, you can get a free trial. I think their lowest subscription is \$50 a month.

**Mark:** That's pretty cool.

**Mimi:** Yeah.

**Mark:** I got on Luke Harris's text stream and it was awesome. He's still texting me if I want to buy land or sell. Yeah, buy land. I do think I want to buy it and I love getting those texts.

**Mimi:** Yeah, I got a guy this weekend. A Land Modo guy sent me the Land Modo thing and it said text me a payment link. Well I couldn't do that but I could text him my website. It's so easy to text from your laptop too because I used to text somebody and look at my CRM and type it in my phone. If I can do it right from the CRM you know paste a website link or a Google Drive folder for people to flip through pictures on their phone and I can engage them more lively.

**Mark:** Yeah.

**Mimi:** I see your face Erik. What are you...?

**Erik:** What am I thinking?

**Mimi:** Yeah. What are you thinking?

**Erik:** I really like it but I don't like the price.

**Mimi:** Yeah I'm with you \$50 a month.

**Erik:** Yeah, I mean it's pretty expensive and then if you want Zappier integration it's like 200 bucks a month if you're [00:21:57] [indiscernible]. So I mean I love the idea and I'm just like there's got to be a cheaper option.

**Tate:** If \$50 a month you only get 1250 messages.

**Mimi:** Only.

**Tate:** That's not very nice.

**Mark:** How do we make this cheaper? I know there's a way to do it.

**Erik:** I don't know but I love the idea of tying it into Slack because you all know I love Slack. So I mean I'm all about that.

**Mark:** But there's a site you can go to that integrates all this it's Twilio. Scott why don't we integrate Twilio into LG Pass?

**Mimi:** I think that's a fabulous idea.

**Mark:** Scott's not answering me.

**Scott:** So that we can get text in there?

**Tate:** I don't think we want that in LG Pass.

**Mark:** We don't?

**Tate:** I don't.

**Scott:** I would target that there's a... what's it? I think it's called Call Fire, CallFire.com might be a better solution that you can integrate into Slack potentially and if not you can do it through Zappier but you can also do it with Zappier through Twilio.

**Mark:** So there's a way to do it.

**Scott:** There's way but I might not have to think about it. This is like an easy done it for you kind of a thing if you value your time and you want to go recreate the wheel Mark.

**Mark:** No, you're right and I apologize for even you know saying that but that being said Twilio is already out there. It's not like I'm going to create my own SMS service. The service is already there I'm just trying to be... look there's a difference between being resourceful and saving time, right?

**Tate:** Yeah.

**Mark:** I mean look I'm not out here spending an hour clipping coupons. Like I understand the value of my time in that regard but if I could take three seconds and do a little Google search I think I might...

**Scott:** I didn't get the memo. That's all I do on Sunday's it's just cut out those coupons. Is that wrong?

**Mark:** That is so wrong. With your hourly rate you should be doing nothing else. Yeah absolutely.

**Scott:** Look whatever you do, do not do this. When your wife asks you to do something like hey will you take the garbage out do not go ninja style on her and do you know what my hourly rate is? That does not end well.  
[00:24:35] [indiscernible] less than mine does not end well, don't do it.

**Mark:** No, absolutely not because basically that hourly rate goes, divides by two really fast.

**Scott:** For life.

**Mark:** For life yeah.

**Scott:** And if it goes up it's still divided by two.

**Mark:** Yeah, it's still divided by two. Better to just take the garbage out with a big smile and just you know feel so grateful that you even have a garbage to take out.

**Scott:** Yes honey I'm on it.

**Mark:** Yeah.

**Mimi:** [00:25:15] [indiscernible] the alternative.

**Tate:** It sounds like a negative hourly rate.

**Scott:** Yeah, that's what it is negative hourly rate.

**Mark:** Negative hourly rate. All right well I thought this podcast...

**Tate:** You should thank her for her company.

**Mark:** ... was very enlightening and I hope the listeners are finding that to be the case and if you want to help us out send the podcast to a friend: email to them, put it on the inner webs, the social media sites. I don't know the cool kids are using these days: the Instagrams, the Facebooks, the Twitters whatever it is please share it. Also subscribe, rate and review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com.

If you truly, truly understand, like truly deep in the bowels of your soul the value of your time you have an ethical obligation to learn more about how we can help you get to the next level in your land investing business to make more money with less time by learning about Flight School Live and Flight School. Go to [TheLandGeek.com/Training](https://TheLandGeek.com/Training) get on a call with 'Nite Cap Meister', the 'Nite Cap Old G' Scott Bossman, the 'Zen Master' Mike Zaino and they will walk you through exactly the ROI that you're going to get on your time, on your money in these really - I mean I don't think this is hyperbole - revolutionary programs. Mimi doesn't like the word.

**Mimi:** No it's good.

**Mark:** No?

**Mimi:** Yeah.

**Mark:** Yeah. Good?

**Mimi:** Yes.

**Mark:** Erik is it an exaggeration?

**Erik:** No.

**Mark:** No. We had over a quarter million dollars of passive income at Bootcamp this weekend. That was so gratifying to see.

**Scott:** And honestly I think it's more because there was money in the room that we didn't even count. Like there was money in the audience that we either didn't know or couldn't capitalize on or to capture I should think.

**Tate:** So there was more.

**Scott:** There was more. That was low.

**Tate:** We didn't even calculate the money in the VIP room right either. We only calculated maybe...

**Scott:** We just looked around the room at that snapshot right then. We didn't count everybody down the other room either.

**Mimi:** Wow.

**Erik:** Pretty cool.

**Mark:** Right.

**Tate:** Real money in the room is what it was.

**Mark:** I'll tell you where a lot of money is it's right here on this Round Table.

**Erik:** I can't believe it's free honestly.

**Scott:** You know what my hourly rate is Mark?

**Mark:** What is it?

**Scott:** I'm just right here.

**Mark:** I'll tell you what you're losing a lot of money right now. But you know what thought you can't put a price on this kind of fun honestly. Like what else are you going to do?

**Erik:** For as long as we can have fun and not work, right?

**Mark:** Yeah.

**Mimi:** Right.

**Mark:** I mean Tate's losing a lot of money on the bike and he loves it.

**Tate:** Yeah it's true.

**Scott:** I tell my wife I'm like listen I've got to get on another round table and it's like the most fun I have all week.

**Mark:** Yeah.

[00:28:26] [indiscernible]

**Mark:** I mean Erik is like telling his wife look I can't practice the guitar. I've got to get on the round table. She's like, "Do you realize how much..." You know that's how good it is. 'Bear Land' Aaron I don't even want to know but you know what's funny is that he's not even going to be able to process this for a couple of minutes anyway.

**Scott:** Yeah, it's coming to him. He'll start laughing really loud in a few minutes.

**Mark:** Yeah.

**Mimi:** I was in my county two weeks ago...

**Scott:** There he goes. Did you see that?

[00:29:03] [indiscernible]

**Mimi:** ... and we drove by a carriage - a horse drawn carriage now I was trying to get pictures of it so I could send them to you but my husband was driving too fast but I thought...

**Mark:** By the way we converted a new Land Geek in Dave Schmidt. That was pretty exciting.

**Mimi:** Yes, it was fun.

**Mark:** That was really fun.

**Mimi:** Yeah, he enjoyed meeting all of you guys.

**Scott:** Mimi I've got to ask you. Because he's a pilot when you're driving does he like say I feel the need, the need for speed and then take off?

**Mimi:** He believes because he you know can travel at Mark One that he has the expanded situational awareness that is above all of ours. So he can speed as fast as he wants and I'm like, "Well honey yes you're probably the best driver on the east coast I'll give that to you but not everyone around you is a good driver as you and you can't anticipate what they're going to do." So yes we constantly have this issue.

**Scott:** Because I will tell you like he has a lot more hours of flying than I do but I will tell you that I do believe that being a pilot does give you better [00:30:14] [indiscernible]. I agree with what he's saying about situational awareness because like I feel like I can keep the car rolling straight and still know where everything that's going on around me and still look at little instruments in the car, cellphone or whatever, like [00:30:31] [indiscernible]. Like I got it, like yeah no problem, I still see it all like I don't know and then other people freak me out when they do it but like for me I feel like I got it under control.

**Mimi:** Same thing and he's an instructor pilot so he feels like he needs to. Anytime he sits in the right hand seat that he needs to tell you what to do. So he went with me, driving Natalie to school I'm like honey you can sit there but this is not an instructional drive and sure enough he started to I said this is not an instructional drive.

**Scott:** Back seat baby.

**Mimi:** Yes, I agree with you Scott.

**Scott:** Yeah, see.

**Mark:** All right well I want to thank all the listeners again and we'll see everybody next week.

All right Tate you've got to come out here man I found a new Indian buffet and it's not even a buffet. It's like really good. It's not like you go up and get your food. It's like they give you like seven different dishes I think they're losing their money. Nobody can go for like only six people in the last five months have been able to do round two. Four of them are teenagers and one was like a massive individual and the other one was like this really diminutive woman who could just like systematically eat like a ton of food.

**Tate:** All right I'm game.

**Mark:** You're game?

**Tate:** I'm game. Let's do it man.

**Mark:** Yeah.

**Erik:** You just left.



**Tate:** If it's good Indian that's worth the trip. It's not far. It's a 45 minute flight from here.

**Mimi:** What restaurant are we eating at the night before Bootcamp in Vegas?

**Tate:** It depends. I've got to figure out where our hotel is, I don't even know.

**Scott:** It's on the strip man. It's on the strip.

**Erik:** It's a different hotel this time, right?

**Scott:** Yeah, it's the Westin on the strip.

**Mark:** Woo the Westin is nice. On the strip?

**Scott:** Yeah. Like yeah.

**Mark:** Oh no.

**Scott:** It's probably...

**Tate:** It's by the Flamingo.

**Mimi:** Danielle will send up the link today.

**Mark:** I think we're going to allow 200 people to register for the Bootcamp because I think 50% of them are not going to show up just from the script. They're like just going to get lost in Vegas.

**Mimi:** I will say that it seems like there were a lot more East Coasters by about 20 than there were Midwesterners.

**Erik:** Yeah, it's a no-brainer for them Mimi.

**Mimi:** At the Phoenix Bootcamp.

**Erik:** Yeah, it's a no-brainer.

**Mimi:** Remember?

**Erik:** They wanted to get out of the snow. It snowed.

**Mimi:** Mark you had everybody raise their hands. I was so impressed with how many East Coasters were represented.

**Aaron:** It snowed here while you guys were at Bootcamp.

**Mark:** Yeah. I mean we're doing this for the East Coasters so they can get out of that environment and get to a better environment like what a gift, right?

**Tate:** Ah I see where we are.

**Mark:** Yeah, you see it's a good area.

**Tate:** Yeah, yeah, yeah. I mean its downtown.

**Scott:** It's right behind the Flamingo.

**Tate:** Yeah.

**Mimi:** Wow.

**Tate:** It will be...

**Scott:** Oh man this is dangerous man.

**Erik:** It's right by the Bellagio and...

**Scott:** Oh, oh.

**Mimi:** Wow really good choice.

**Mark:** They'll hit the Bellagio buffet.

**Mimi:** There's good shopping.

**Tate:** It's one of my favorites. It's right by the LINQ too which is really cool at night. You go up on the Ferris wheel.

**Scott:** Mark they've got a restaurant at the Bellagio it's down on the waterfront, down on the fountains there.

**Tate:** I've eaten there.

**Scott:** I've eaten there too, it's great.

**Tate:** Yeah.

**Mark:** Really?

**Tate:** Even at the... I think it's the Picasso restaurant down there.

**Mark:** Oh yeah I've been at the Picasso restaurant.

**Mimi:** Yeah, I've eaten there.

**Scott:** The Cabo Wabo is down there.

**Mark:** I feel like we need to expand Scott Todd's pallet though.

**Tate:** I know where we should go. We'll go to my favorite restaurant down there.

**Scott:** Cielo restaurant.

**Mimi:** Cielo.

**Scott:** Oh man. My wife and I went there that was incredible.

**Aaron:** Is there a cheesecake factory there?

**Mark:** You know what and there it is the Mike drop 'Bear Land' Aaron did it. All right he's out of here.

**Mimi:** I guess we gave him the opening.

**Scott:** If anybody mentions that thing they're dropped like immediately. No [00:34:59] [indiscernible] they're just dropped.

**Mark:** Yep there it is. All right on that note I'm going to get myself some Oreo cheesecake and get on with my day because you know what my time super valuable as is all of yours but thanks everybody.

**Tate:** Thanks.

**Mimi:** Yeah.

**Aaron:** Have a great one.

*[End of Transcript]*