



# THE LANDGEEK

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

**Mark talks with: Erik Peterson - [LandOpia.com](https://LandOpia.com), Tate Litchfield - [FrontierPropertiesUSA.com](https://FrontierPropertiesUSA.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 niche-y real estate website [TheLandGeek.com](https://TheLandGeek.com). On this week Round Table we've got the usual suspects 'Bear Land' Aaron. Bear Land, how are you?

**Aaron:** Hey everybody. I'm doing well. Hope everybody else is too.

**Mark:** The most feared woman in the country, 'The Terrorist Hunter' Mimi Schmidt. Mimi, how are you?

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

**Mark:** I'm keeping up pulse normal, respiration's perfect. It's all good. I can't complain. We've got the 'Zen Master' breathe in the mailing, breathe out the marketing. Mike Zaino, how are you?

**Mike:** Doing wonderful Mark, great to be here.

**Mark:** Good to see you and 'The Technician' Erik Peterson, the irascible Erik Peterson. Erik, how are you?

**Erik:** I'm good, good.

**Mark:** Of course I love it when you call me 'Big Poppa' Tate Litchfield. Tate, how are you?

**Tate:** I am stoked Mark really stocked and that's because...

**Mark:** You got a lot. Yeah, tell us.

**Tate:** Flight School Live.

**Mark:** Yeah, we got to talk about Flight School Live but before we do that if you want to Look Over Tate's Shoulder go to [TheLandGeek.com/LOTS](http://TheLandGeek.com/LOTS). Look over his shoulder it's an amazing sort of Geek flex experience. It's a season of just watching Tate work. Get the inside look of how he runs his business, [TheLandGeek.com/LOTS](http://TheLandGeek.com/LOTS).

So Tate, you and Scott are in Tampa. You've got a small room, an elite room, where you compressed for the first time 14 weeks of virtual Flight School into two and a half days of Live Flight School. You had big lofty goals. You guys said to me we are going to mail the first day. We are going to market the second day. We are going to try to get a sale in real time. I was sort of rolling my eyes like-

**Tate:** You doubted us, Mark?

**Mark:** I know how hard it is.

**Tate:** You doubted us.

**Mark:** To do that. Tell us what happened.

**Tate:** Okay. First of all, I just want to start by saying don't doubt us because not only did we do that Mark but we did it three times. We had three sales on day two. Let that sink in for a moment. We took a group of individuals who had basic at best knowledge of the land business. We taught them how to choose a county. We mailed out offers and then, on day two we learned to market. We marketed like crazy and we sent out a Land Modo email blast and we sold three properties.

**Mark:** It's so incredible to me like I am having a hard time wrapping my head around it. It would be like... I don't know. I mean I can't even find something to compare it to that even make any sense because we are not talking about hey here is you sell a \$7 eBook. This is thousands of dollars of land. Taking people that don't have much of a background in it and getting three sales in two and a half days.

**Tate:** It wasn't just the sales that were impressive, right? It was the fact that we mailed out offers but we also had a bunch of people who were interested in buying these properties. So everyone in that room left with a growing buyers list, right? There was more than a dozen people that reached out for more information on these properties. So this group, our first graduating class of Flight School Live they left with a good area to have selected. They left with a list of people who they can continue to mail to but most importantly they left with the knowledge on how to execute on what the next steps were within this business.

I mean spending a weekend in a room with Scott Todd and myself I think they gained a lot of confidence. Because not only one person sold in the room but there were three sales totals. I think every single person in that room left energized. They had proof of concept which as we know that's priceless in this business. Their confidence level to go out and buy land in the middle of nowhere is at an all-time high. They are ready to move. These guys, better watch out because they are hungry. They are going to make this a reality. I'm excited about it.

**Mark:** Yeah. I love Jerry [00:04:51] [indiscernible] comment because he's been doing the land business for a while and he does bigger deals but he didn't have any automation and he was very skeptical like I'm going to get any value out of this. He said I got my value out by noon on Friday on the first day.

**Tate:** Yeah. His mind was blank. Like Mark, at the end of every single day we'd stand up and we'd say, "All right bring on the questions," and the room was silent. Like their eyes were glazed over. It was like information overload. Then they had to go back to their hotel room and execute. The homework didn't stop. They had to keep joining groups and building lists and keep putting into practice what we discussed in class that day. So, these guys are ready.

You know we've got a lot of reactive phase coming up where we will be following up with them and making sure they are executing but man it was exciting. I mean Scott and I on Saturday night we went out to dinner. We ate at the Columbia so not to rub it into anyone's face or anything but it was

good, dirty rice. Mike Zaino knows what's up. Both of us were just like we were so excited. I was like shaking. I was so pumped up and excited for this group because it's only the first of many deals for them. I mean it was awesome.

**Mark:** Yeah. But we also learned that you know there is a lot of value in keeping it really small and intimate.

**Tate:** Yes.

**Mark:** So the next one is ... Mike, when's the next Flight school Live?

**Tate:** August 16, 17 and 18

**Mike:** Yeah, the middle of August. So those slots are filling up already. Like you said it's a limited room. You know to keep the energy high and to keep the atmosphere the way it needs to be there is not going to be lot of slots available. So we're taking registration now.

**Tate:** You know what I liked about it Mark though?

**Mark:** What?

**Tate:** This is what I didn't tell you. Because it was small you had everybody in the room working together. Like someone they'd have a breakthrough moment and then they'd jump over to the next table and they'd share what they learnt and then the room just kept learning as a collective. So people were helping one another. If somebody was stumped on one question you know obviously Scott and I were there to help out but it was really cool to see people forge these business relationships that they might not have had established otherwise. But it was all because we were all stuck in this little room working together on each other's businesses. It was powerful.

**Mark:** That's incredible. You guys got to learn more about Flight School Live. Just go to [TheLandGeek.com/training](http://TheLandGeek.com/training) and get involved there. While I'm plugging Mike Zaino and Scott Bossman are going to be in Vegas June 20th for meet up. Mike, tell us about that.

**Mike:** Yeah we're going to go there and basically you know this is the best passive income model that nobody's ever heard of, right? I mean everybody thinks you know that there's a ton of people doing this but we all know this is a very small tight niche, right? We just want to go there and offer just a basic get together and talk to people about you know what this business really is, what makes Land Geek really special, who we are, and you know

just a really casual get together. That's limited spots there as well. I think you know we'll have maybe a limited enrollment of 50 people there so it's not going to be a huge event and it's going to be awesome.

We're going to really just get together and just talk to people and answer questions they have. Because not a lot of people out there know how incredible real estate is but they don't understand how incredible our niche is, right? With the fact that you don't have to leverage other people's money, the fact that our deals they're micro in the sense of what people typically spend on real estate but macro in the sense of the results and the passive income. So we just want to really spread the word so we can have a really informal get-together.

**Mark:** Yeah. If you want to register just email [Support@TheLandGeek.com](mailto:Support@TheLandGeek.com). It is a local event in Vegas June 20th at the Beacon Theater. It's a free event but it does have limited spots. So do that. All right, Mimi Schmidt what are we talking about today on the Round Table?

**Mimi:** Well, in Flight School Office Hours I've had a lot of questions about pricing for your offer letters for mailings and people getting kind of lackluster results. You know you put a lot of money into it and you're kind of nervous at first when a month or two goes by you're not getting the response you want you start to get a little nervous. So we thought we would cover some pro tips when pricing.

**Mark:** All right Bear Land Aaron, that's your cue. What's a pro tip for pricing?

**Aaron:** Well, see I guess the offers are super important but at the same time we don't want to put so much importance on them that they stop us from moving. Because we all hear about Mimi's story about sending zero dollar offers out and getting responses. So I guess first I want to start off by saying that the most important thing is getting them out, you know? But after that you know depends on the county and the data you can get. You know a lot of times you have to do some research on sites that people are selling on and take those numbers and get an average and maybe reduce it a little bit based on the fact that people are going to negotiate.

Sometimes you can get direct sales information from the county which makes it really nice so you can have a very solid idea of what actual sales are and so forth. But whichever method you use what you're going to find is that you're going to need to probably do several stages of mailings and have a couple of price points because you're going to need to find that point at which at any price you're going to probably get some response. But you'll hit

that when you find that exact price it'll kind of lock-in and that's when you're really going to see some results happen.

**Mark:** Nice. Erik Peterson what would you like to add for your pricing matrixes? Is it matrixes or is it matrices?

**Erik:** Matrices? I have no idea. But when I can add, is that kind of jumping off where Aaron left off the research part and comp'ing a property in the area is obviously very important to establish the baseline. From there I like to do about a 250 offers test and what we do is we'll pick three to four tiers of pricing and we'll take the first five rows of the Excel data sheet and put in know price one in the next five rows will be price two and so on down the line and then we just duplicate that all the way down.

If your list is organized by APN it makes a lot of sense to do that. So that way your pricing isn't all clustered together in terms of how those properties are laid out. It's really spread out across your entire list and then you just wait and watch the response.

So, if you know price three is everything that comes back as price three and four you know that's going to tell you that price one and two are probably too low or too high depending on... Well, it'd probably too low. But you know I mean it gives you the opportunity to really look at the different price points and see where your response is coming in.

**Mark:** Phenomenal. 'Zen Master' Mike let's just be skeptical for a second here. We have a sort of counter-intuitive approach. We're saying hey go to where we know land deals are. So we want to go to where people like us are already buying land as opposed to some ... You know there's 3,007 US counties like why not go to a county where we know there's no competition?

**Mike:** Yeah. Well, you can do that but I think that the first thing you need to do is learn our model and learn it well, right? One thing I think that you cover in the Toolkit actually and many people miss is this whole idea and Erik was kind of talking about the batching, right? So you get a list of a county that has all its delinquent properties and then you just mail everybody that's one acre a number, right? Here's your \$500. Well, think about where we all live right. There's no way you can say every property in your area you know across where you live is the same. There's different attributes, right?

So first and foremost you've mentioned in the Toolkit Mark, right? You got to batch them. You got to get him by APN, by legal description. You got to somehow be very hyper. You've to be very specific so that you are dialing in. So then you can judge what Erik's talking about with the response rate. So

you can know that okay well this is all relative to this one area as opposed to you know 50 different subdivisions that are all in one acre. That's going to make it life really hectic.

In terms of what your core question was like about why follow where we go because it works. You have to embrace something that I remember I asked you years ago Mark and you've always drilled to this abundance mentality. This is something that's hard to grasp in the beginning but we work in areas where there's just an incredible amount of land and until you see this for yourselves, until you do these deals then you can have this kind of the scarcity mentality. Where they are like, "Oh boy, I'm going to be running into other people." It's just not the case. It truly is not the case. There's so much land in these subdivisions that it's not the case.

So you definitely want to follow where you know if you're going to go hunting I guess maybe somewhere up in Bear Land Aaron's land you know for a certain type of animal you'd want to go where the animal lives, right? You wouldn't want to just go like you know someplace where... You know you've got to go very specifically to where ... The animal we're looking for is vacant land and we know where to find it.

**Mark:** Yeah, yeah. I mean you know one of my favorite emails from people is ... You guys ever see that video game Punch-Out? It was like Mike Tyson's Punch Out.

**Mike:** I love that game.

**Mark:** So it was like all these boxers and the first boxer that you would fight was really easy called Glass Joe. I call it Glass Joe syndrome where their very first mailing if they don't get this huge response rate they don't start getting deals, they immediately assume the county saturated or the model doesn't work. There's some type of like scarcity mentality. I love these people. I'm like, "You're a Glass Joe. You're knocked out. You know go into ATM Investing."

**Mike:** Great analogy. Because it's all about patterns, right? To beat that game you'd have to look for the cues and then know when to move. It's the same thing with the... That's such a good analogy. I love that.

**Mark:** Yeah but we need the Glass Joe's in a way. I mean we have to sort of celebrate them because it keeps our niche small and non-competitive. When you kind of go into it like I just put my toe in the water but I get knocked out I'm knocked out and you know? But it's the people they keep going up in the video game that you know really succeed in this business.

**Mike:** We are going for Tyson.

**Mark:** Going for Tyson, yeah absolutely. Tate's like I've no idea you guys are talking about.

**Tate:** I really don't. But I am assuming it's referring to his glass jar, right?

**Mark:** His glass jar.

**Mike:** You can buy this whole console. I'm going to send it to you. It's like this cheap console. You can play all the games now. Imagine that Mark? You get all the games in all these little teeny thing. You plug it in. You will be addicted, Tate.

**Tate:** Yeah, all right I'm interested. You can tell me more. Tell me more.

**Erik:** You don't even have to blow in the cartridges to make them work right.

**Mike:** No, it's not like a Nintendo.

**Mark:** Exactly, exactly. So Tate what's your final thoughts on pricing?

**Tate:** Don't over think it. I think you know so often we assume that there is a correct price for a county and we don't understand that the correct price is whatever someone is willing to sell it for and what you're willing to pay for it. Whenever you mail to a new county there is a lot of mystery that goes into that. Nobody mails to a county saying, "Okay I know the most I can pay \$375 an acre, right? That takes time and that's why it's important to do what Erik said and throw a wide net, right? Try a couple of different price points but ultimately you need to get comfortable with the fact that even though you're getting the properties at what you consider an amazing deal somebody out there might be getting them for a little bit cheaper than you. But ultimately who cares if you are paying \$100 or \$200 or \$500 more than another Land Geek in the area? As long as your margins are good and you're happy with that return you're winning.

I mean I found this out this weekend. Scott Todd and I both randomly are mailing to the exact same area and he priced the properties at \$1250 of property and I priced him them 2000. Guess what? We're both buying property. We're both selling property and we're both making 450-500% on our money. So do I need to adjust my pricing? Not really. I'm still making a great return. I'm happy. So I think people need to stop worrying so much



about hitting a home run when it comes to pricing. Just send them out. If you are in the right general price point range you're going to do well in this. So that's my advice.

**Mark:** Yeah. Yeah. You know I got this email from Billy Kwok this week. I don't think I told you about it. But you know I read it and I was really happy for him. Then I sort of like went into like envy mode. Listen to this.

He writes, "Hey Mark, Billy Kwok here, quick update on a recent home run, bought a parcel three years ago." So he's been in the community while. That happens to be part of a HOA for \$4000. It was one of my first, made the mistake of passing it to a realtor and not selling it immediately which I could have. The high value made me cautious and curious. Set it and forget it as they say. I always have plenty of other things to work on. I just sold it for \$47,500, which gave me a check for \$41500 cash not a bad return even if I had to wait for it. Thanks again for everything, I'm currently pulling in about 3500 in passive not including cash sales with an average of less than 30 minutes in day and work in large part because your generous willingness to share secrets, presently trying to make space in my life for one-on-one coaching, blah, blah. Me my and my family owes you so much. P.S. I'm super happy with GeekPay.io." Isn't that Amazing? So he made 41000.

I got another thing from Joshua Williams on Messenger. He made like... Let me see what he says. He wrote that he did a deal on a flip. I'm looking at his check of \$27,605. He made 21,000 on his flip. So we can do bigger you know land flips as well in this business. I just think you have to look for it and kind of focus on it. But I'd say to both of them you should have sold it on terms, right? Now you've got a problem. Now you got a bunch cash you got to redeploy but it's okay. I don't want to be a cash snob. Erik Peterson is laughing. Erik aren't you happy for these guys?

**Erik:** I'm very happy. Billy, I remember him from way back when in Orlando and glad to hear he's still doing well and making sales. That's awesome.

**Mark:** Do you feel a little twinge of envy or no? You're just happy?

**Erik:** No.

**Mark:** I had a second of it. Now I'm really happy for them.

**Tate:** I think envy is not the right word Mark, motivation.

**Mark:** Motivation, yeah. I just want to say like comparison is the thief of happiness, so if you're not doing these kinds of flips, don't worry about it. Like don't beat yourself up about it.

**Tate:** That's fair. That's totally fair man. I mean whenever somebody hits a home run part of me is like well I want one. It's not that I'm not happy for them to have one it's just like I would like to do that. Then it motivates me to go find one, right? I don't think that's bad to admit. I think that's good.

**Mark:** Yeah exactly. So I want to share it. It's inspirational.

**Tate:** Yeah, absolutely.

**Mark:** Wow. Well, it's better than a house flip, isn't it? Having to go to meet the subs and deal with all that? Flip this land. Billy Kwok is going to be the star of that show. So Mimi let's segue into the tip of the week, a website, a resource, a book, maybe even a quote Mike Zaino, something that is valuable where the Art of Passive Income listeners can go right now improve their businesses improve their lives. What do you got?

**Mimi:** So this week it is just... I am on a weekly blog from HubSpot and they sent out this email and last week, [39 Sales Email Subject Lines That Get Open, Read and Responded To](#). So you know I send out my Deal of the Week and I always want to have exciting things to say to try to get my eyes open and click rates really good as far as I can. It's interesting how they differ by county. So you know I've noticed that over and over I get headlines that work for me, that I always get leads on. But I think it's always good to review these and keep in mind what people are interested. What you know inspires them to open and click.

**Mark:** I love this. Wow, great tip.

**Mimi:** It's interesting. In one of my counties I will have like between 15 and 20 percent open rate in another county I'll have like a 45 to 50 percent open rate. So you know the more people that open it more likely I am to get a sale.

**Mark:** Wow, fantastic. Tate, are you looking at this?

**Tate:** Yeah, yeah. Some of them are kind of funny.

**Mimi:** Some of them are kind cheesy for sure. "Don't open."

**Tate:** Some of them I mean they are like full on click bait.

**Mimi:** Sure

**Tate:** Your Go password.

**Mimi:** Right.

**Mark:** Yeah. I wouldn't use click bait.

**Mimi:** Yeah.

**Mark:** Unless you're really willing to give up your HBO Go password. Well, it's a question mark, HBO Go password? What does that mean?

**Mimi:** Yeah I think we all get kind of stuck in ruts too, right? A lot of us five acres, beautiful, da da da...you know? 'Beautiful Land Five acres in Costilla, right? We kind of get stuck in these heading ruts. So maybe it's good to mix it up every once in a while.

**Mark:** No I think it's great. I think it's great. Well, I think this is a great Roundtable and I want to thank all the listeners. I want to remind them that the only way that we can keep getting the 'Zen Master and 'The Terrorist Hunter' and 'The Technician', 'Bear Land', 'The Big Poppa' on these Round Tables is if you do is three little favors. You got to rate.

Well first you've got to subscribe, then you've got to rate and then 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* and shared on the interwebs with a friend, right? Everybody wants more passive income without renters, rehabs, renovations, and rodents. I think for the most part unless maybe you're, I don't know. Even a billionaire would want some more passive income I think. Erik, what you think?

**Erik:** Yeah. I'm sure he would.

**Mark:** Why not?

**Erik:** Why not?

**Mark:** You know? It's one of those things you can't get enough of, right? Maybe it is. I don't know. It's an interesting concept. How much is enough? But that being said I think we can make the argument that once your passive income exceeds your fixed expenses then you really have a choice

and then you can really start climbing up Maslow's hierarchy of needs into self-actualization and even decide for yourself how much is enough. That's pretty deep.

**Tate:** That was really deep.

**Mimi:** But it is true.

**Mark:** See.

**Mike:** Did you just come off your head with that? That was perfect.

**Mark:** Yeah and I've only had one cup of coffee this morning by the way.

**Mimi:** Wow.

**Mike:** That's quotable.

**Mark:** Thank you. Thank you. Are we ready to do this? One, two, three...

**All:** Let freedom ring.

**Mark:** Not great. Have we talked about *Games of Thrones*, yet? Have you seen it, Mimi?

**Mimi:** My son watched the end on Sunday night.

**Mark:** What did he think?

**Mimi:** He thought it was great. But then like last night he was watching YouTube and one of the main characters said it was disappointing or something.

**Mark:** Really?

**Mimi:** The character that plays John Snow was quoted as saying that the finale was disappointing I was like, "Wow." He really loved it.

**Mark:** I remember like these iconic shows their endings they're always a little disappointing. Like *Sopranos* people don't know if their cable was going out the way it ended and *Seinfeld* they are like oh they didn't like it. *Lost*, people didn't like it. You can't please everybody. It's a hard thing to do to wrap up these iconic shows. I will say that I thought that *Breaking Bad* finale

was very good. I was not disappointed with that as far as like an iconic show. Tate, are you watching *Game of Thrones*?

**Tate:** I don't. I mean dragons are cool though. So like that's awesome if there are dragons in it maybe I should give it another shot but I don't know. I just never got into it but I hear the dragons are awesome so that's all I know.

**Mark:** Erik, what about you?

**Erik:** No.

**Mark:** No. Mike?

**Mike:** No.

**Mark:** Bear Land Aaron?

**Aaron:** No, you know what? *Game of Thrones* has been in my news feed like on Apple news and stuff so much it's like every day I open it up and when stuff's like that it kind of like is too popular and turns me off so I haven't even watched any of it. You know maybe I should have. Maybe it was great. I don't know but it's a no.

**Mark:** I tried getting into it like the first season I couldn't get into it and then you know as the seasons progressed like I kind of went into Tate mode like this is too big a commitment now. But now with all the press I'm kind of go into F.O.M.O like what am I missing kind of thing, but I don't know. I guess if this whole group isn't into it and we are the Land Geeks. I guess it's not that a geeky a show.

**Mimi:** We're all waiting for the next season of *Jack Ryan* and *The Handmaid's Tale*, right?

**Mark:** Oh, absolutely.

**Aaron:** I did like the *Handmaid's Tale*.

**Mark:** That's right.

**Mimi:** When are they coming out? That's why I'm waiting for.

**Mark:** Yeah.

**Tate:** That's the whole reason that we are Land Geeks is so that we can binge watch, right? That's my why at this point.

**Mark:** Yeah. The why evolved.

**Tate:** I used to have like really grand goals and like now it's just binge watch. That's my why. I just want to binge watch in my pajamas all day long.

**Mimi:** That's when you were at the bottom of Maslow's triangle. Now that you have those grand vision looking up, now that you're the top of the triangle looking up you're like, "Yeah, I'm going to Netflix."

**Mark:** Every time I have to like drive on the highway like the same route I used to go to work I am just filled with gratitude that's like this is an anomaly. I don't have to do this every single morning and afternoon and fight this 45-minute traffic. For me that's what motivates me in the morning is like can I just keep going so I never have to like fight traffic again.

**Mimi:** Do you ever feel that stress or that kind of pit in your stomach when... I do that when I drive that route. I just think oh gosh.

**Mark:** I just feel badly for all the other drivers.

**Mimi:** Yeah.

**Mark:** Yeah. It's like you know just humanity like argh this is not great.

**Aaron:** See my previous business was, I don't know, let's say an eighth of a mile away so I have no idea what you guys are talking about.

**Mark:** Yeah but you to take a horseback I mean it was...

**Aaron:** Well yeah the horses lonely now.

**Mark:** Oh my gosh.

**Mimi:** Oh that's funny.

**Mark:** It's crazy. Zen Master Mike how's the new house.

**Mike:** It's great. It's great. I'm getting ready to build my shoffice

**Mark:** The shoffice. So Tate's got the Garage Mahal.

**Tate:** Yep.

**Mark:** I stole it and I've got the Garage Mahal or the Garaoffice.

**Tate:** Yeah the Garaoffice too.

**Mark:** The Garaoffice. So, Mike, you're doing the Shoffice?

**Mike:** Yeah. I'm going to walk outside and I'm going to have it all framed up with nice windows, a little porch. I'm going to have a little heating and air conditioning unit. I'm going to have a little whiskey area. It's going to be my Shoffice.

**Tate:** Are you going to have a Zen Den in it?

**Mark:** Yeah the Zen Den.

**Tate:** You got to have the Zen Den.

**Mike:** Yeah. You guys it's going to have everything.

**Mimi:** The Shoffice sounds awesome, can't wait to see it.

**Mike:** Right now we're having the property surveyed because the first thing after I moved in the neighbor came over ... I think it was like a dog Mark and he started mowing the lawn. I'm like, "I think that's our land." [00:32:04] [indiscernible] I think that's all land. So it's time for the survey. I'm so happy that guy showed up today. Fences make good friends right, Mark? We all do fence.

**Mark:** Yeah. That's why we have them fences make good neighbors.

**Mike:** Yeah, your mowing services are no longer required.

**Mark:** Right, right. He's like, "You're being wicked rude here Mike. I didn't know the new owner was a land guy."

**Mike:** I can mow my lawn

**Mark:** "Let me see this fancy plat map you have."

**Mike:** You have the wrong direction.

**Aaron:** Neighbors, what are those?

**Mark:** Oh yeah 'Bear Land' Aaron what's a neighbor? Oh my gosh.

**Mike:** I was happy with the survey guy went out, "You're here."

**Mimi:** Start on this side.

**Erik:** I need to know where to put the Shoffice.

**Tate:** Good you'll love it man. I'm excited to see what yours looks like. Maybe we need to do like a Garage Mahal cribs one day.

**Mimi:** There you go.

**Mark:** There it is, yeah.

**Tate:** Just like walk everyone through our cribs.

**Mimi:** Yeah.

[00:33:21] [indiscernible]

**Tate:** Erik saying no because his is probably a mess.

**Mark:** No one touches my guitar.

**Mike:** That's the working model.

**Mimi:** Wow, I want that shoffice.

**Mark:** Nice.

**Tate:** It is like a tiny house, man.

**Mike:** It's a Shoffice.

**Mark:** That's nice.

**Mike:** I'm going to have my own patio.

**Mimi:** I want to ask for that for Mother's Day next year.

**Mimi:** I'm going to be sitting out the patio after office hours.



**Mark:** Wow. That was really nice.

**Tate:** All right I don't want to do cribs anymore.

**Mark:** Me either.

**Mike:** It may not be exact as we but that's the working template. I got to go to the shed place and have them design it.

**Tate:** Yeah. I don't want to do this anymore.

**Mark:** That's like a second home.

**Mike:** It's not that huge. It's like 12 by 20, 14 by 20. It's tiny. Laura is going to get a desk.

**Tate:** That's cool though. You deserve it.

**Mimi:** You can close the door and walk away and then it's not in your house. Maybe they got it down and not do it all the time.

**Mike:** Right.

**Aaron:** I love it. I think it's going to be awesome.

**Mimi:** Yeah.

**Mike:** Open invitation to all of you to come to the Shoffice.

**Mimi:** Looking over Mike's shoulder, we will get a tour of the joint.

**Mark:** Yeah, LOMS

**Mike:** That doesn't sound good. LOTS sound a lot better.

**Mark:** That sounds like something that you don't want to ever hear from a doctor. "Well, Mr. Zaino I'm afraid you have LOMS."

**Tate:** Oh he's got LOMS.

**Mike:** Oh no.

**Mark:** Yeah.

**Tate:** Oh man

**Mark:** All right, well I can see Tate's got that glaze in his eyes because you know it's like his lunchtime.

**Tate:** It is lunchtime.

**Erik:** He's got to take a nap. What are you talking about?

**Mark:** Yeah, he does need a nap.

**Tate:** Yeah that sounds good too, definitely doing that.

**Mark:** All right. Thanks, everybody.

**Tate:** See you.

**Mark:** See you. You know what Lil Wayne would say, I miss my dawgs.

*[End of Transcript]*