



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

Mark and Scott Todd talk with: Erik Peterson - LandOpia.com,
Tate Litchfield - FrontierPropertiesUSA.com, Aaron Williams -
BearLandProperty.com, Scott Bossman - LandBosses.com and
Mimi Schmidt - PartNParcelProperties.com on The Land Geek
Round Table

Transcript

Mark: Hey it's Mark Podolsky - the Land Geek from your favorite niche-y real estate website TheLandGeek.com. We've got the usual suspects today on this week's Round Table. We've got the 'Dude Buddy', the 'Night Cap Meister' Scott Bossman. Scott, how are you?

Scott Bossman: Great Mark. How are you?

Mark: Good, good. 'Bear Land' Aaron Williams. Bear Land, how are you?

Aaron: Doing great.

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

Erik: I'm good.

Mark: And of course the most feared woman on the planet the 'Terrorist Hunter' Mimi Schmidt. Mimi, how are you?

Mimi: I'm great, I'm happy to be here. How are you doing today?

Mark: Pulse is still normal, respiration is fine. I love it when you call me 'big Poppa' Tate Litchfield.

Tate: Hey guys. What's going on?

Mark: By the way, I don't know if everybody knows but you can Look Over Tate's Shoulder just go to TheLandGeek.com/LOTS, L-0-T-S which stands for Look Over Tate's Shoulder. And last but not least the 'Brain', the 'Professor', the Land Geek Flight School Sherpa, Scott Todd from ScottTodd.net, LandModo.com, [Investor Ninjas](http://InvestorNinjas) and most importantly if you're not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek. Scott Todd, how are you?

Scott Todd: Mark I'm great. Like I feel like I've recovered from Flight School Live. It's been like... I wasn't here last week because I was like out.

Mark: I think you know what, let's talk about that because you're an entrepreneur. You just started a new startup Investor Ninjas and you went to a seminar with kind of a big deal in his world. Kind of give us the lowdown that's going to lead us into our Round Table discussion.

Scott Todd: So last week I went to a seminar and it was a three day seminar: Tuesday Wednesday and Thursday it was for entrepreneurs. Like it was an entrepreneurial seminar and it was really talking about you know kind of access shifting businesses and everything. It was a really cool seminar I really enjoyed.

The weird thing though, like the thing that I really felt out of place is in I think I was the only real estate investor let's stop at that. I think I was the only real estate investor in the room and every afternoon there were these guest speakers and they were people from this guy's community and he'd get up there and he'd talk and they would get up there and tell their stories. And remember Mark these are hard-core entrepreneurs. Like these are not people that are taken in what I would call the easy route which real estate investing or better yet land investing they're out there and they're trying to like change the world.

Like they're really talking about changing the world stuff. Like the unicorns of the world that's where they want to be, that's what they envision. And

look there's a mix of roofing companies out there and nutritional supplement companies and one company where they're trying to change the education system. Think about that, like they're trying to change the public school education system. It is a very big mission but it is just they're bootstrapping and I'm sitting there and I'm talking to other entrepreneurs and it was amazing because they're talking about like all these hours they work. You know oh 60, 70, 80 hours, how much money they've invested in their businesses.

Like one guy's told me that he has spent more than \$1.5 million to automate his warehouse okay and like he was dependent on Google and he was dependent on Amazon and he was doing great. The Google SEO and Amazon Vendor Orders not even at Seller's Central the Vendor Orders and then like literally within a couple of months of each other Google pulls back their algorithm, changes it, he drops in SEO. Business goes from like \$1 million a month down to about \$300,000 a month; 70% gone just from Google changing. Then the next punch came from Amazon because Amazon changed their algorithms and boom guess what, he goes from like 300,000 down to 250' or 200' a month; like 80% of his business gone. He's starting all over again.

Then there was another couple up there and they're the ones trying to change the education system and they're talking about this 15 year journey where like they were on the brink of bankruptcy. They literally the female cofounder was on the stage crying because she was saying that one year ago at this time she was giving up, like it was over. They were getting ready to shut down the business and then like out of the blue one big order came in and it lighted the ship and next thing you know they're buying their competitor.

Like really cool stories but I'm sitting there thinking like man these are like the hard-core entrepreneurs getting punched in the teeth all day long trying to create this business. And when someone thinks about creating their own business this are the stories they think about and I'm sitting there going man we have it easy. I wanted to stand up and say stop, everybody stop, come with me, let me tell you about a different plan that won't drive you insane and you'll keep all your hair and keep all your money and actually you'll make money.

It really got me thinking as land investors what's been the biggest challenge that you have faced and have you ever...? Like I've never seen at one of our Bootcamps someone in the front on *Drill The Geeks* up there crying that they were losing it all and then like one big deal came in. In fact the people that I see that have tears in their eyes have it because of how better their life is

after entering the program. So I'm just curious like what's your biggest land investing nightmare and I guess how did you overcome it?

Mark: Scott Bossman let's start with you.

Scott Bossman: [silent]

Mark: You're on mute Scott. There you go.

Scott Bossman: First of all hearing about that just really puts things in perspective because did I work hard to get my land business up and going? Yes. Was it a side-hustle for me? Was I getting up early and staying up late? Yes, but really when you think about it the barrier for entry for this business is so low when it comes to cash flow, when it comes to time because you just need a few hours here and there and you can start moving the needle in your life that it just makes me thankful hearing what Scott just said.

As far as my biggest challenges I mean I have a different background than a lot of folks. Getting into this I had no business background at all, no experience in sales, no experience in accounting or really using the computer all that much. So for me biggest challenges were just some of those logistics and learning how to get things up and running. But again very simple compared to the things Scott was describing and then I guess the next biggest challenge for me was just learning how to leverage my time because it was a side hustle for me. So how can I most effectively gain traction in sales, land purchases and uses other people to help leverage my time and that's been a work in progress. It still is but you know it's still good, looking at where I was a few years ago to now it's just an unbelievable change. So I guess for me that was the biggest challenge.

Mark: Nice, nice. 'Bear Land' Aaron how about you?

Aaron: You know I guess I did have another business because I was one of those getting kicked in the teeth every day kind of entrepreneurs and that business is still around. I turned it into a side hustle for my son while he's in college but when I shifted over to land one of my biggest struggles and I still struggle with it was letting go of things and getting other people to do them for me and wrapping my head around it's okay to spend that money to do that. Because in my previous iteration you know it was brick-and-mortar, it was a service company and it was me doing everything. You know eventually I did hire somebody to do work too but then I actually had you know traditional payroll and that's a pain. You know even just one employee like doubles the workload in the office side of it.

So I came into the land business still thinking about that, still with that kind of experience and it made it very hard for me to let go of things because I'm the only way one that's going to do it the way I want to do it. I had to learn that I could just record myself doing it and then somebody else will do it the way I wanted to do it and through our business I was able to learn that there is very affordable ways to hire workers for this kind businesses. I don't have to have payroll; you know we have virtual assistants, there's great automation tools that can help let go of things.

And honestly Tate talks about this when we talk about VA's and stuff and I think Erik does and everybody does really is like think of those couple of things like will this person make me money or will they free me up, will I gain time from it and those kind of things. The amount of money that we pay for those is a very high value to expense ratio something that I wasn't used to before. So letting go of those things I still struggle a little bit but you know every day is an improvement and that was my biggest struggle. In this business it's just amazing because of the way it can free you up to be able to live life and you have time and that passive income to allow you to do that.

Mark: Yeah, absolutely letting go. How about you Mimi biggest struggle?

Mimi: Well I am definitely my greatest obstacle. Where if I could just get out of my own way I would be a heck of a lot further along and it's not just the automation and delegation for me it's really fear. Oh gosh is this county going to be a good County? Oh my gosh I was so worried and still you get in there and you figure it out and then you realize oh this is no big deal because you figured it out.

But then let's say I get into a county with a particular size property and as I scaled my business I took more risk and bought some bigger properties. Oh my gosh I've never bought a property this expensive before, is it going to work out in my favor? I get all nervous but then after I've done it a couple of times right, just through execution I learn to not be so fearful but I still feel it. With every new step I take in my business I still question myself. So that's just who I am and I just have to push myself to move forward and the way I deal with it I guess.

Mark: I mean do you subscribe to the philosophy feel the fear and then just keep taking action?

Mimi: That's it. I have to take action or I won't do it or I'll be too afraid to ever do it. I know once I get on the other side for instance when I move into a new County oh gosh I'm so scared, but the more I learn about the county

the fear goes away. So now I just need to enter like five more. Well not like I want to be in there at the same time, I just have to be not be so afraid and the more I experiment the more I learn which counties I really like. So it's just a matter of doing it.

Mark: Nice, nice. The 'Technician' Erik Peterson how about you biggest challenge?

Erik: Well first of all I think you know after hearing Scott talk and kind of think about what other entrepreneurs go through I mean we are just so fortunate that the nature of our business allows us to essentially work from wherever we want to work and also work with the people we want to work with. So being that our businesses is pretty much all online we have the ability to hire VAs in the Philippines or wherever and help them or allow them to help us grow our business and do different tasks along the way.

So not every business can do that. I mean if you're in a service business and you know you're local and you're a roofer or whatever I mean you can't hire virtual assistants in the Philippines or wherever to come put shingles on the roof. I mean maybe you can hire out the accounting or something like that but the nature of our business I mean we can really outsource almost all of it. So that's really cool.

I guess in terms of my challenges when I first got started I think it was probably in the sales arena and in accounting. Never have I've ever felt comfortable in the accounting world. So for Scott's accounting courses proved to be very helpful along the way and just bringing in the right people to help with those problems and educate me has been very helpful. On the sales side it was a challenge for me when I got started, but I got more and more comfortable over time, the more I stuck with it and just did it. And then I think just something that always is kind of in my nature is just this element of wanting things to be right or perfect. So the ability to outsource certain tasks can be a challenge but I tell you like once you get to the point where you're fed up with it and you finally let it go it always feel so much better. So yeah that's kind of my story.

Mark: I love it, I love it. 'Big Poppa' Tate Litchfield biggest challenge?

Tate: So I think my biggest challenge going back a couple years was kind of organization. Before the days of LG Pass it was an Excel spreadsheet nightmare. I mean we didn't have automation, it was trying to keep track of your data and your purchase price and your offer prices and there was just so much information to track and that caused me to make a few mistakes.

You know maybe overpaid for a property or sell the property two or three times maybe and that was because I didn't take good records.

But now you know LG Pass has kind of made that issue disappear entirely. So people are getting into this they really don't realize how powerful that was or the introduction of that tool was for me personally it allowed us to scale quicker, to do more deals, to do a greater volume of deals, to not make simple mistakes and it all started with the elimination of being disorganized. So, organization was always a huge headache for me and I like to say that from where I started to where I'm at now it's a night and day difference. There's still room for improvement obviously and I think there always will be, but for the most part we're not having the same mistakes or issues any longer. So that's one of the biggest pain points that I first experienced and it's kind of disappeared.

Mark: Yeah, yeah and I know Scott like my biggest pain point in my entrepreneurial journey it kind of makes me think of *Ego Is The Enemy* the book by Ryan Holiday. Like anything that would feed my ego I was all in it on it. So you know I wanted to be a deal junky, I wanted to get the sales, I wanted to feel that oh look at me especially when I first started out.

Then as I started to very little to just dip my toe into delegation with Jeannie in South Carolina doing the mailings like I wanted her to ask me questions so I could solve problems, right. It wasn't until I had my business mentor kind of look at me and kick me in head and knock some sense into me. He's like, "Mark you're not in business. It's like you're playing business but you're not really in business you're doing everything" and he's like, "that's not a business".

So step-by-step I started building that and letting go like what Erik and Aaron were saying like that for me was such a challenge in just letting go, kind of having that humility like I'm not that good at all in this stuff. Like there's people who once they get their reps in they're going to be better than me and I can spend time doing things that really are going to move the needle and help grow the business in various ways that I can enjoy doing it. It took five years to get to that point. It was not easy and even to this day like I'll check Vox does anybody have a question, can I solve something. What about you Scott?

Scott Todd: [silent]

Mark: Wait, you're on mute.

Scott Todd: I would say that for me my biggest challenge was when I got going and what made it a big challenge was my time. Is I didn't have a lot of time and I know that's a problem that a lot of people have is this whole concept of time. I think that what happens is you know like I had time was time was my worst enemy in two ways. One I didn't have it to give to the business and then two is I knew at some point in the future I didn't know when that the pink slip was coming. Like I could just see it, I could feel it, I felt the shift in the force if you will. I just your hunch, your gut tells you like this is coming.

So I was competing against two times one is I didn't know when I was going to be out but I knew was coming. And then the second was I didn't have the time to dedicate to the business those were the two pieces. So when I looked at it I said okay I've got to do this, like there's no option, this is it, my ship has burned and I can get off the beach at this point. So what I'm I going to do?

So I realized like okay listen, I've got to get rid of this work that is not going to move the needle in my life. So essentially I looked very closely at everything that I did. So if it did not get me to the mission which was to add money to the passive income I didn't do it. So the only thing that I can identify that would add to the passive income was sales that's it. Everything else is a supporting role to that one thing and so in that case what I did was I took on the sales piece of it and every day I committed. Like every day I'm going to get something else off my plate. It could be one little step, it doesn't need to be the whole list scrubbing thing but can I get someone to at least give me a list and I'll still price it and then I did that for a few days. They gave me the list next thing you know I'm like okay, here's how you price it.

So if you start to think like I cannot do this anymore I didn't like it either but I can't do this anymore or due diligence I can't do this anymore I've got to get rid of it because the number one mission is to build a passive income. There was a sense of urgency around it and so building that passive income became the number one job. So if it was not feeding to a sales call I was out. So I still did my marketing because that led to the sales calls.

Like I got rid of the lowest important stuff and then I took on the most important stuff and that's really I think at some point you have to. If you want this thing to work for yourself I think what you have to do is you really have to one you have to commit. Like look I'm going to do this come hell or high water I'm doing this thing and then what is my most important role and everything else have got to go, everything.

In my Sunday video just a couple of days ago I talked about how in Great Britain there was a rowing team. You know like a boat rowing team and every year they finished like 6th, 7th, 8th place and they did this for years and years and years and then one day they were tired of it. They were like, "This cannot continue." So then they went back and they said, "If what we're going to do does not make the boat go faster it's off to table." So that became their central question. Everything that they did answered that one question does this make the boat go faster? If the answer is no, it's off the table. Will this add to my passive income; if that's your goal? Will this add to my passive income? Yes, I'm going to do it. No, somebody else got to do it. Who is going to go do it and I had to get rid of it. So I think that was a hard shift from me it's because I had to like throw everything off my boat to make the boat lighter so that I could actually go and do the work.

Mark: You know it totally makes sense and you know what's so funny is if you're an entrepreneur listening to this and you have any kind of physical inventory that sucks. What a pain it is to deal with physical things? Like my son became Executive Director of a nonprofit and it's called Games For Kids and it's taking recycled electronics and fixing it and giving it to kids who are underprivileged and he takes over this is nonprofit and I've got like drop boxes in my garage and all these envelope things in my garage. I'm like this is terrible, like you've got to have space for stuff and just made me like just so grateful that we just shuffle paper and make money and don't have to have any space really.

Aaron: It's great.

Mark: It's amazing. I don't know, just kind of made me think of that.

Scott Todd: Mark I saw an email from someone the other day and they're saying, "Will you drive through neighborhoods to take pictures of houses to make \$10,000?" I'm like yeah that would be pretty good but man do I really want to be in a car for that long? You know like I can have people shuffling paper and I'm not doing nothing. I don't even want to be in a car if I'm making \$10,000.

Mark: I don't even park anymore. It's like I just valet park. I can't even like look for a spot anymore I'm like life is too short. Am I going to do that? Like even my son's got graduation, I have already to my wife I'm like we're not parking. It's like it's an ASU I'm like, "Let's just take an Uber down there, no parking." You start thinking differently where like you see like time versus money. I can always make more money I can't get more time.

Aaron: You know if you have a horse you can park right up front, right?

Mark: That's right.

Scott Todd: I didn't know that.

Mark: Tate what's that song that rap song that's got like little country something about the horse?

Tate: *Old Town Road* I think it is.

Mark: *Old Town Road* that's 'Bear Land' Aaron to you.

Tate: I was just thinking that. I was just going to pull it up and play it for him but that's Aaron.

Mark: Isn't, the achy breaky heart guy is on that, right?

Tate: Yeah, I think so.

Mark: That's Billy Ray Cyrus. Yeah, there you go. Zaino should be on this call he would know, he's a big country fan. Not so much with rap though. All right so the tip of the week. I hope everybody got a lot of the entrepreneurial discussion but now it's time for us to haze Mimi and ask her for the tip of the week. A website, a resource, a book, maybe even a quote something actionable where the Art of Passive Income listeners can go improve their businesses, improve their lives. What have you got?

And while you're thinking of it I do want to just mention that today's podcast is sponsored by Flight School and Flight School Live. So if you are kind of shaking your head and thinking yeah time is really way more important than money then you owe it to yourself to learn more about how Flight School can launch you into your own land business. Go to TheLandGeek.com/Training. Schedule a call with the 'Nite Cap Meister' Scott Bossman or the 'Zen Master' Mike Zaino. So TheLandGeek.com/Training. Mimi what have you got?

Mimi: So it's a website it's called [FindLaw](https://FindLaw.com) and I just used it for general questions about the law with dealing with deeds and that kind of thing. So, just for instance, the site that I sent just explains the difference between tenancy in common and joint tenancy rights in survivorship. Now, it also shows a link on easements. So, we have so many coaching students that ask us these legal questions and we're not attorneys but there are places out there that are great resources for that kind of information. I've had a RocketLawyer account too for three years that I ask tricky questions and

they've always been super helpful. But generally if I have a question I just go out there and look on this site FindLaw.com. So they have a special section just for real estate law.

Mark: I love it, I love it. I know we have a bunch of attorneys in our community I just wish... Well actually I don't wish but I know Roberto Travis could retire tomorrow from law and just become like a fulltime land investor and then like our site real estate attorney. That would be kind of cool. Tate shall we talk to Roberto about it?

Tate: Yeah and that would be pretty sweet. I mean it is got to convince him.

Mark: He's still likes practicing though. He's not going to...

Tate: Yeah, he enjoys it. He's having fun with now because it's not like his only gig, right? He's go this and this.

Mark: Right yeah. All right that's a good one. So RealEstateFindLaw.com we'll have a link to it. All right so I thought this was a great podcast, great Round Table discussion. Erik Peterson, are we good?

Erik: We're great.

Mark: We're great. Bear Land?

Aaron: Excellent.

Mark: Good. Scott Bossman dude buddy?

Scott Bossman: Party on.

Mark: All right. Speaking of it I assume you and Erik are going to go drinking right now? Like it's afternoon...

Scott Bossman: Indeed. It is 2:30 on a Tuesday so yeah we'll [00:28:26] [indiscernible] in about 15 minutes.

Mark: Okay.

Mimi: What!

Mark: Mimi, are we good?

Mimi: We're great.

Mark: Good okay. Tate?

Tate: Yeah, solid.

Mark: Scott Todd?

Scott Todd: We're good Mark.

Mark: All right. Well I want to thank all the listeners. Just remind them if you're enjoying the podcast share with a friend, go on the inner webs, forward it to a friend. Certainly just give us three little favors we'll really appreciate it. You've got to subscribe, you've got to rate and you've got to review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we're going to send you for free the \$97 Passive Income Launch Kit. All right, are we doing this?

Scott Bossman: We are Mark.

Mark: One, two, three.

All: Let freedom ring.

Mark: Not bad, not bad.

Erik: It sounded like a good one over a beer.

Scott Todd: Though, what did you guys think of that picture where Tate was actually going to the Cheesecake Factory?

Tate: We already discussed this Scott since you bailed on us last week. We discussed it, we laid it to rest. We know it is you being creepy looking over my shoulder everybody knows it's been settled onto the next point.

Scott Todd: [00:29:47] [indiscernible] what can I say. I will tell you Tate that restaurant that we went to I was craving it again and I dragged my wife all the way back down there on Sunday I'm like we're going here. She's like...

Mark: Wait, you went to the Columbia?

Tate: No, this is a new one.

Scott Todd: No, no it's different Mark. You're outside the loop now. So you know it was good. It was really good. We went back I got a brisket tacos, really good.

Tate: Woo. Next time you've got to get the al pastor tacos.

Scott Todd: It's only on Friday though, only on Friday.

Tate: Well, I know where you will be Friday then.

Scott Todd: Maybe.

Erik: Look at Mark he looks visually upset about this.

Mark: I am upset.

Tate: He was.

Mark: I don't like this. I'll tell you what, Vegas Bootcamp Tate like we really got to take it to a new level.

Tate: We at so well. I mean we had Cubans like they were going out of style number one. And we went to this one restaurant that Scott took me to for lunch one day and like I'm checking out I got a Cuban and there was... I don't know what it was even to this day but the guy was like... I was like, what's that? He said uhhh and just mumbled something.

Scott Todd: Double crab, double crab.

Tate: Yeah. It was something crabs and I couldn't understand it. I was like huh? He's like uhhh. I was like all right just give it to me and it was amazing. Best decision ever. I think I'm just going to allow like them to decide what I can eat from here on out because the restaurant was fantastic. The Cuban I ordered the small only ate half of it, it was so massive.

Mark: I'm going to get my revenge. I'm going to get my revenge. You know what I'm going to do, I'm going to call the Colombian, I'm going to have them ship me on dry ice bunch of Cubans, dirty rice. It's going to get here and then I'm going to go Facebook Live and I'm just going to eat it in slow motion and then like you're going to see scrolling through the stream Tate this bites it's for you, Scott Todd this bite it's for you.

Scott Todd: I'll be there.

Mark: [00:31:48] [indiscernible].

Scott Todd: I'll just be there.

Mark: Oh no, no, no then I'm going to call the manager I'm like this guy if he comes in 86 him.

Scott Todd: Yeah, 86 him.

Mark: He's like he can't order.

Scott Todd: We had a lot of great food there Mark. Like damn. My wife is now searching for our next restaurant for the Flight School Live.

Tate: Nice.

Mark: What's this picture? Oh, the horse and buggy. Is that Bear Land?

Aaron: It's Mimi.

Mark: Is that Mimi? Aaron in the cart. Mimi just sent us a picture of Bear Land in the horse and buggy. That's cool, very cool. All right so Scott Bossman are we excited for the next *Star Wars* movie or is it the last one the? Is this it?

Scott Bossman: It was the last in the *Skywalker* saga episode 9, December 2019. There are more trilogies to come.

Erik: Didn't they sign up for six new ones or something?

Scott Bossman: Two more trilogies I think in the future yes.

Tate: That's crazy.

Mark: Yeah. Speaking of bad trilogies don't go see *John Wick*.

Erik: Was it bad?

Scott Bossman: I liked *John Wick*.

Mark: Who doesn't like a nice, vicious, gratuitous violence of body counts? Everyone does but after it just becomes okay same thing over and over.

Tate: You know what I'm watching on Hulu which is fantastic a new series it's called *Killing Eve*. Seen that one?

Mark: Love *Killing Eve*.

Tate: Oh it was fantastic. Mimi downloaded it.

Mark: Season one though I think is better than season two.

Tate: I just started season one like this last week.

Mark: Mimi you're on mute.

Mimi: Did you watch *Lucifer*?

Tate: No.

Mimi: You have to watch *Lucifer*. Season four just came out it's great and we spent yesterday watching *John Wick* 1 and 2 to prepare for 3 and you're telling me it's not even worth going to?

Mark: Oh, I mean I would watch it on cable but to like spend money on it I don't know. I would like to get those two hours back, honestly.

Erik: Did your kids like it?

Mark: No, he's like it was okay. We went to one of those theaters where it's like they serve them food so I think he liked the food. That was cool.

Erik: That was cool.

Mark: You know just fun. It was like a guy's night out: like his buddy and my buddy and it was all right. After a while it's like okay another dead guy that's cool, pretty good. All right, well everybody have a great rest of your day and see everyone in a little bit.

Tate: See you.

Mark: Scott Bossman Vox me.

Scott Bossman: I'll Vox you. I'll fly down there and eat those Cubans with you. That will make Scott Todd jealous.

Mark: Honestly, everyone except Scott Todd is welcome. Like we can have like... yeah.

Scott Todd: I can form my own posse it's okay.

Tate: Here we go again. Here we go again.

[00:35:24] [indiscernible]

Mark: I can tell you right now my next call is to Danielle we're catering Indian the whole weekend at Bootcamp.

Scott Todd: Listen good news, I've got money.

Mark: Yeah, but at Bootcamp you don't have time.

Scott Todd: Oh I can make time don't you worry. Listen there is proof that I can make time to eat.

Tate: Yeah.

Scott Todd: I'm going to eat, let's go.

Tate: Uber Eats man.

Scott Todd: Uber Eats trust me, trust me.

Tate: And it's Vegas too it's not like you're going to be starving. There is so much good food here.

Scott Todd: Yeah. They'll bring me food on silver Plata just for the right price.

Tate: Mm. But I do like the idea of Indian. I've got a new restaurant for us.

Scott Bossman: Oh nice.

Mimi: I'm for it.

Tate: All right.

Mark: All right, see you guys.

Scott Todd: Wear the orange stuff.

Mimi: Orange stuff!

[End of Transcript]