



# THE LANDGEEK

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

Mark and Scott talk with: Erik Peterson - [LandOpia.com](https://LandOpia.com), Tate Litchfield - [FrontierPropertiesUSA.com](https://FrontierPropertiesUSA.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 you favorite niche-y real estate [TheLandGeek.com](https://TheLandGeek.com) and on this week's Round Table we've got the usual suspects 'The Technician' Erik Peterson. Erik, how are you?

**Erik:** I'm good.

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

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

**Mark:** Great, great. Glad to have you on and we've got 'The Zen Master' breath in the mailing, breath out the marketing Mike Zaino. Mike, how are things?

**Mike:** There we go. Going well, going well. It's just worked 48 hours at the fire station. So I'm excited to be here relaxing on the couch talking with you guys.

**Mark:** All right good, good for you. I'm sure you're tired. I love it when you call me 'Big Poppa' Tate Litchfield. Tate, how are you?

**Tate:** I'm really good. Happy to be on here.

**Mark:** And if you haven't checked out LOTS yet just go to [TheLandGeek.com/LOTS](http://TheLandGeek.com/LOTS) Looking Over Tate' Shoulder and speaking of looking over someone's shoulder last but not least we've got Scott Todd from [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com). Scott how many more websites should we talk about?

**Scott:** No, I think we're good there.

**Mark:** Okay all right.

**Scott:** We could start writing them off. I'm like I don't know I just need to give one link and have them all pointed at the same place.

**Mark:** Exactly, exactly but today's podcast is sponsored by Flight School and Flight School Live. To learn more just go to [TheLandGeek.com/Training](http://TheLandGeek.com/Training) and learn how you are going to start your own land investing business in real time, doing deals in real time with your Land Geek Sherpa taking you up that mountain of land investing.

All right so today's topic because we are now fully into summer, kids are swimming, camps, heat, sleeping in, all that good stuff I thought we would talk about our summer reading list. But before we talk about our summer reading list I think we should talk a little bit about student spotlight Larry Overstreet. I spoke to Larry this morning and it just turns out that he was able to give us one of the biggest compliments that we can get on the Round Table. He said, "After listening to the Round Table podcast about how you guys handle a seller that gets multiple offers even after they accepted your offer then they got a higher offer. I dealt with it in textbook style."

So the seller he offered I want to say like 5000 for the parcel he got a higher offer. Accepted from Larry and then calls him back says he got another offer from another company, not from our group by the way for 8000. Larry said, "Okay I get it. I if were you I would take that offer, no problem. That being said, it is my experience that that person is way overpaying and they're going discover that they're way overpaying and during due diligence they're

going to come up with a bunch of reasons why they're overpaying and come out to about where we are right now. I'm not going to play any games with and this is the number. So if you want take my deal first like you said you would not a problem but I told you no hard feelings if you want to go with the other group." He is like, "Let me sleep on it. Give me 24 hours." Comes back he's like, "I'm going to go with you Larry." Beautiful, worked perfectly. So see it actually works listening to the Round Table podcasts. What do you think Erik Peterson?

**Erik:** I think that's pretty great. Someone is out there actually listening to us and putting some of those principles into practice that's great.

**Mark:** That is great. You know how he ended the call with me?

**Erik:** Let freedom ring.

**Mark:** Exactly, exactly yeah. Mimi, Larry is doing great, isn't he?

**Mimi:** He is making such progress, I'm really proud of him. I'm really enjoying working with him.

**Mark:** Yeah, it's great. He's got 16 parcels now in inventory.

**Mimi:** Yep and delegating and automating. Freeing up his time to expand his business.

**Mark:** Yeah, because you can always make more money but you can't get more time and so he is actually developing a real business as opposed to another job for himself and getting out of solo economic dependency. I haven't mentioned solo economic dependency in a while I thought I'd throw it out there. We should just do a podcast on the definition of solo economic dependency; if you are not working you're not making any money. Why don't we all do this? Right, Zen Master?

**Mike:** Correct. Sorry I had to unmute myself. Yeah, that's good.

**Mark:** And I always like to pick on Mike because he's actually the only one in the group still with a J-O-B. I mean look you're saving lives, it's very noble, and it's fine.

**Mike:** You know no offense taken. I love it.

**Mark:** Look you literally can't outsource somebody else going into a burning building.

**Mike:** No, no can't do that.

**Mark:** It would be nice though, wouldn't it?

**Mike:** The city has outsourced it to us.

**Mark:** The city has outsourced it to you. Look someone has got to do it.

**Scott:** They love to deal with the professionals.

**Mark:** They leave it to the professionals exactly. All right, well since we're picking on Mike why don't we start with Mike.

**Mimi:** Of course.

**Mark:** With your summer reading list. What are you reading Mike?

**Mike:** I'm going to be straight up a hundred percent honest I don't have a huge reading list because the books I'm reading are actually pretty in bulk. So you know I thought about this when you said about summer reading list and whatnot and what I am trying to do is like really take action on the books I'm reading and there is a couple of that. So I've got one that I'm doing right now which talks and it's going to take me a while because it's an absolutely huge book is [Maps Of Meaning](#) by Jordan Peterson and I actually bought the actual book itself. So most of the time I'm doing audible and you know this one I like to read along with them and look at his diagrams in there and it's just an incredible about understanding the mind and just everything.

So in line with that I did listen to his [12 Rules For Life](#) and I am going to go through that again because it's pretty heavy. I mean the *12 Rules For Life* it's just got some incredible stuff in there. So after *Maps Of Reading* with Jordan Peterson I'm going to go back to that but I'm still hammering through. I went through Ray Dalio's, [Principles](#) and back to the beginning because that it's just like having the world's greatest motivator in your ear when you listen to him talk about the different principles. He's basically it's just empowering really. So Ray Dalio, [Principles](#).

Another one [Genghis Khan And The Making Of The Modern World](#). I'm still into that it's kind of like world... not *Game Of Throne* because it doesn't have all of that weird mystical all that but it still takes you to a different timeframe. I remember seeing somewhere that so many like billionaires had recommended this book. I'm like why the heck would they recommend

*Genghis Khan And The Making Of The Modern World?* But then you start listening to this book and how he, how his legacy passes onto his children and his grandchildren all these different it's just incredible. I mean some of the stuff is kind of horrific but it's really eye-opening and it's another very big book. So it's not something that I'm just going to cruise right through. So really I'm going to be straight up that these are going to take up the most of my time.

Now the other thing is [\*Tools For Titans\*](#) that I have sitting on my desk and I always pick that and rip it open and just look at somebody and just you know try to take action on something because there are so many cool characters in there that are real life people, really achieving high-level of success in their chosen industry and a lot of it can cross over to what we do or anybody does. So I look at and say okay what can I employ from this person's lifestyle, the mind and try to take action on it. So it's not a huge list it's kind of deep.

**Mark:** Kind of deep! Mike you know, it's supposed to be like a breezy summer reading list I mean this is like University of Chicago summer reading. I mean it's a really, really heavy, heavy stuff there all of them. I mean you're not... I mean holy cow talk about...

**Mike:** Well I enjoy that kind of you know. I like the way the shifts your brain when you listen to this stuff and cause you to think about things you normally wouldn't know and re-examine life itself. And then how does that play into the business? Well because it gives you a fresh perspective, right and in a higher perspective. Like you just said you can always make more money, you can't get more time. Well there is only one life so taking a kind of a bigger look at it and seeing how your business plays into it.

Because I think all of us at a certain level it's not like we talk about taking time off from being able to not work our business but it's really we're talking about the same thing it's our life. Just because we're not the ones doing the business we're delegating, automating but still it's an intricate part of how we make ourselves move forward and how we accomplish things. So it's basically all about life you know and so our model allows you also the ability to do things and Mark I've got to say I'm always inspired by you when you talk about your mentor with the soccer balls. I tell Lauren it's like as we get better and better at being able to just relax more and more we also have to look for something that's bigger, what's important to us you know and I know that you talk about that and I want to thank you for that and you always bring that up. Especially at the Bootcamps you bring up a whole section you do on this and it's really powerful. When you don't have to spend

all of your time working then what? You just like forget about the rest of the world? No, right there's deeper meaning there.

**Mark:** Right, right yeah absolutely. You know that's a mind blowing summer reading list. That's like two or three summers the reading list.

**Mike:** Well if its' audible [00:10:51] [indiscernible]

**Erik:** I guess we can end the podcast, right? Like after that though.

**Mark:** I mean just one of those would be great to get through the summer. That's an incredible reading list.

**Mike:** We're going to in Jamaica next week, Mark, and I'm going to have Ray Dalio on my ears the whole time sitting on the beach because I'm really not a big beach guy. I'm really going to be tortured beneath that tent. I like the fresh air but this is just not going to be...

**Mark:** Oh my gosh I mean Ray Dalio is all about radical honesty so at some point you're going to look at Laura and like, "I'm not having fun."

**Scott:** But Mark I mean let's think about the problem that Mike is going to be facing next week. He's going to be roughing it on a beach in Jamaica not having fun.

**Mike:** Says, the guy who just got back from Hawaii.

**Mark:** Yeah, says the guy who just got back from paradise.

**Scott:** I'm not complaining that I didn't have fun.

**Tate:** He did have fun, he made sure he sent me plenty of pictures.

**Scott:** Oh yeah. I enjoyed like just inundating Tate and Mark the pictures. Oh let's see if I can make Tate jealous on this one.

**Tate:** I just finally stopped responding because it was like I thought we were friends but apparently we're not.

**Mark:** Yeah. I mean you know comparison is the thief of happiness and let's just say I was one of the most unhappy human beings in the planet while Scott was in Hawaii.

**Tate:** I think I felt the same way. I was happy that Scott was there because I was like oh he deserves it and then he started sending pictures and I was like this guy is a jerk.

**Mark:** It's like you know look at me surfing. It's like this beautiful picture of him up on the surf board, riding the wave. You know here's where they filmed Jurassic Park I'm looking at it right now. I'm on the beach.

[00:12:40] [indiscernible]

**Tate:** Yeah exactly.

**Scott:** Here's where I'm eating.

**Mark:** Yeah you know. Oh my gosh.

**Tate:** Don't mind me I'm just on a boat out there doing island sports. It's like yeah we're not really friends anymore Scott.

**Scott:** Yeah, how's your office right now?

**Tate:** Yeah.

**Mike:** What can't Scott Todd do? What can't he do? I mean surfing, flying airplanes. I mean the world's most interesting man now. He's like the  
[00:13:02] [indiscernible]

**Scott:** No, I don't know about that.

**Mimi:** There we go a new nickname.

**Mark:** And we're all for it yeah.

**Mark:** Damion Lupo, look out man.

**Scott:** I don't face tigers and lions yet.

**Mark:** Yet! All right Mimi Schmidt what you got on your summer reading list? I guess after what Mike said you're like *War on Peace*.

**Mimi:** No, exactly no. I'm going a little lighter actually. So I think [Boys In The Boat](#) is a great book for summer time. It is very water oriented  
[00:13:33] [indiscernible] and beginning of that Jack Ryan series the very first episode, the very first [00:13:39] [indiscernible] Jack Ryan and John

Krasinski is actually on the water doing crew right outside the boat house there in that DC but anyway back to that.

*Boys In The Boat* is a great story about motivation and every time I get frustrated, you know you get frustrated with your business and think about how hard you're working there's nothing like what the main character in *Boys In The Boat* went through to achieve the success that he achieved and it is very interesting you learn a lot more about how things were back in the depression. So I found that very interesting historically. They tied the motivation of the team also in with the depression and World War 1. I think it is World War I and then another book I would recommend is [Virtual Freedom](#) because all of us want to be sitting out on the beach in the summer time are *Virtual Freedom* by Chris. Yes by Chris Ducker will help you find VAs so you can spend more time with your family out enjoying the summer. It's [00:14:40] [indiscernible] I warn you I would audible it and listen to it at one and a half times speed but yes.

**Mark:** Great, great tips. All right, "The Technician" Erik Peterson what you got?

**Tate:** All right so I always enjoy Mike Michalowicz and his books latest one [Clockwork](#) I'm reading that one now or listening to it and that was really great all about you know getting your business to run like clockwork. So it's about systems and automation and all those types of things but it's great so far. [Atomic Habits](#) which I know Mark you've recommended it's a great book about forming habits in your life and in your business life. And last one would be [Willpower Doesn't Work](#) and that's kind of another one similar to *Atomic Habit* in the sense that it's about you know kind of building kind of a purpose into your life and like having sacred environments, doing things with intention, you know forming good habits that kind of stuff. But those are the three that I'm looking at over the summer.

**Mark:** Yeah. You know what I love about *Willpower Doesn't Work* is that he really, really I think beautifully illustrates how important it is to surround yourself in the right environment. So if you're trying to lose weight but you're hanging out with people that you know like me that love beer and doughnuts in the morning for breakfast you'll probably no matter how great your willpower is by nighttime it's going to be expended and you're going to fall off the wagon and eat that cupcake that you said, you swore you wouldn't eat because you just don't have it. It's like a muscle and in business surrounding yourself in the right environment is so critical. Jim Rohn always says you're the average of the five people you hang out with the most and so it's so, so important. I really liked it that was my big take away was with *Willpower Doesn't Work* is how important it is setting up that



right environment to make your habits easier to execute on for sure. All right, 'The Big Poppa' Tate Litchfield, what are you reading?

**Tate:** Already so...

**Mark:** Are you just changing diapers or what's going on? What's the Daisy update? Have you even time to read?

**Tate:** I do read. Yeah I set aside at least an hour a day to read. So it's kind of like my time to sit down to try to learn something or just sometimes it's just for fun and distract myself. But a book I'm reading is one you will be familiar with. Well I just finished it, it's called [Never Split The Difference](#) by Chris Voss. So this book it's funny because it's been in my face for I don't know five years or so and I always see it at the Bootcamps and Mark's always talking about how amazing this book is and finally I decided all right I'm going to give it a shot and within the first chapter I was like hooked. I couldn't put it down and I love it. It's the author of the book is a former FBI negotiator and so he relates different cases or field studies from real life experiences to modern-day negotiation tactics. So it's a fantastic read, it's a page turner. I really, really enjoyed it because it wasn't a typical business book I would say.

The other one that I really enjoyed is [Delivering Happiness: A Path To Profits, Passion and Purpose](#) and this one is by Tony Hsieh. I think that's how you say it.

**Mark:** Is it shay is that how he pronounces it?

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

**Mark:** H-S-I-E-H is that the Zappos guy?

**Tate:** It's the Zappos guy yeah. It's basically he takes Zappos and it's making one point something million dollars a year and then within five or six years he turns it into a billion-dollar company and kind talks about how he did it and the main thing that he focuses on is customer service. So I really liked this book and I think there are a lot of principles that we can apply to our own individual businesses from it and it's just really interesting to see how he grew this company to what it is today.

And then last one is actually something that just got added to my list I haven't read it yet but a good friend of mine Jeff Dember just sent it to me today. It's called [Calm The F\\* Down: How To Control What You Can and Accept What You Can't So You Can Stop Freaking Out and Get On With Your](#)

[Life](#). So I've never read it, he just got it and he's like it's great you've got to check it out. This one is by Sarah Knight. I'm not sure if you've read it Mark.

**Mark:** I've heard of it. If... tell me how it is.

**Tate:** Yeah.

**Mark:** But I could definitely calm the F\* down.

**Tate:** Yeah, definitely. I think we're all good. So I don't why he sent it to me now that I'm thinking about it.

**Mark:** You're probably like Jeff you're not getting enough ads out and he's like calm the F\* down.

**Tate:** Yeah, he's like I'm doing fine Tate. No, actually he got it and he's like you should check it out it's really good so I'll read it and see what I think but thanks Jeff.

**Mark:** Yeah, my favorite F word book is Mark Manson, [The Subtle Art Of Not Giving A F\\*](#).

**Tate:** Yeah.

**Mimi:** Oh yes.

**Tate:** That was a great.

**Mark:** That's a great one but I will be interested to see what you think of that one. Those are great books. All right 'Land Geek Sherpa, 'the brain', 'the Professor' Scott Todd.

**Scott:** All right. So like Mark I'm going to study this summer. I'm not going to just consume I'm going to like study people but the first and I have three but the first one is not necessarily to study from it's more like a relaxation book and I saw the documentary on the flight home and it's based on the book [Bad Blood](#) about Elizabeth Holmes.

**Mark:** I've read that book and it's phenomenal.

**Scott:** The documentary on HBO was fantastic and I'm like how in the heck did this crazy lady like perpetrate this fraud. So I want know like more - it's crazy. So that is on the list *Bad Blood*.

**Mark:** It's incredible. That's John Carreyrou I believe with the New York Times.

**Scott:** Yep that's right. Washington Journal right?

**Mark:** Is it Washington Post? Yeah.

**Scott:** I think it's, Wall Street Journal, right? Wall Street Journal?

**Mark:** Yeah. He basically broke it and sunk the company. I mean multibillion-dollar valuation to zero.

**Scott:** Yeah, 9 billion to zero like wow that was fast, harsh. So that on the list and I'm looking forward to reading that one. My next two are my study books and honestly one of them you don't even need to get the book I'll give you website you can go to if you want to follow on. I mean you can go to Wikipedia for this one but this one I know Mike Zaino is going to like cross one of them off his list and revert back to this one unless he's already read it he'd be like, "I've already read that last summer Scott."

It is [The 36 Strategies](#) and so you can you can Google it *36 Strategies*. It's basically Chinese Proverbs. It's similar to *The Art of War* but it's not because *The Art of War* is about military. This is really about different strategies and what's cool about it is if you go like Wikipedia there is a whole [Wikipedia](#) write up on it but another guy has created a free website called the [The36Strategies.com](#) and in there he basically talks about you know like what are the 36 strategies. They are grouped into six basically buckets so priority, confrontation, attack, confusion, gaining ground and despair and what you can do to your competitor if you will and how you can kind of like work to chisel them away.

**Mark:** This is why I'm always nice Zaino by the way because I know he knows all this stuff.

**Scott:** He knows his stuff. You know like the one that really caught my attention was let's see it was this one that says, "Kill with a borrowed knife." Like wow that's pretty powerful. So you know we'll learn about that piece. So it's kind of like this summer I want to digest these things.

And then the other one that I want to digest is not anything to do with business and I think that's where some of the business ideas come from but it's actually a writing book and it's called [The 45 Master Characters](#). The thing about *The 45 Master Characters* is that basically as humans we all fall within these 45 kinds of archetypes. We all do, right? Like you know we all

have like oh there's the king or there's the dictator or whatever. We all fall within these archetypes. So I think if you can kind of understand where someone falls in and you can pin point them like oh this guy is playing the role of king or this guy is playing the role of this in their lives well now you know what motivates them because there are really just 45 different types of people.

**Mark:** Is a terrorist hunter in there?

**Scott:** I'm sure she is like...

**Mark:** Like what motivates Mimi?

**Scott:** I don't know. So I'll have to report back at the end of the summer when I've discovered where Mimi and where all you guys fit. But essentially I think that that's kind of what I'm doing this is summer is I'm trying to figure out which of you are the jokers, which is you are the jesters, the kings, the psychics. You know how everybody falls into each of these individual groups. That's it.

**Mark:** I'm definitely going to have to read that because I don't want to be pigeonholed when I see you.

**Scott:** Yeah, you don't want me sizing you up and knowing like where you fall and nobody else; like you don't know where I fall.

**Mark:** Right, right. So yeah absolutely. So all right all great sort of reading books okay. So I've got three and I'm going to give you two that I think will really, really move the needle in your life. The first one is [Why We Sleep](#) by Matthew Walker and I have to tell you after reading that like... First of all this is not woo, woo book at all. This is a lot of science and this is like hundreds of thousands of hours of sleep studies but we spend a third of our lives sleeping and what I discovered is that I might be doing it a little wrong and the consequences of not sleeping well is essentially shortening your life and it's a really, really great book.

But if you don't have time or you're not interested in *Why We Sleep* my cliff notes on this are: go to bed in a cool environment, turn off all electronics about 30 minutes before you go to bed, make sure the lights are out, so there's not a lot of light going on. If you can't avoid it put on like a blue blocker sunglass so that you're not stimulated at night and you want to sleep in a cooler environment than you probably think you should 65 to 68, which in Phoenix means that my electric bills are through the roof, but the stakes are pretty high to not sleep at a cooler temperature. And then the

third one is go to sleep and wake up seven days a week consistently around the same time and get 7 to 9 hours consistently. The stakes mentally, physically, emotionally could not be higher and it's really a fascinating read and I love it.

The second one is [The Second Mountain](#) by David Brooks. The first mountain are typically you know when you're younger and you're going through your first mountain climb which is essentially sort of ego based. I want to get good grades five, if I get good grades I'm going to go to a good college, if I go to good college I'm going to get a good job. I'm going to get a good job, I'm going to have prestige, people are going to think a lot of me whatever this and this. You've got to kind of climb the hierarchy of you know your social life if you will to the top. You know be on that first mountain of getting all those ego-based needs. I've got a nice house, I've got a nice car, I've got nice cloths all those things all of those things.

All of a sudden you wake up one day and you realize there's a lot more to life. Like you've got all those things and this first mountain really didn't sort of fulfill you in any way deeply. Then you go on to the second mountain and the second mountain is about purpose. Essentially, it's not about you it's about serving others and in serving others you start to really deepen your life in lots of different ways and your relationships and it's a really interesting read. He goes through a lot of different things on that second mountain that you know you can aspire to essentially. It's a really, really great read and then...

So those two are like a little not Zaino heady but a little heady but the third one is the best audiobook I've ever listened to. If you've never been on audible you get one free book I always recommend this to people as there one free audiobook because talk about getting bang for your buck. I want to say 72 hours, it is the longest book but it's like listening to theater it's so well done I would not read this book I would only listen to it because the audiobook is that well done. It is [Shantaram](#), it is *Shantaram*. If you took *Slumdog Millionaire* and combined it with *Goodfellas* you would have *Shantaram* it is a phenomenal fiction and combined with a little nonfiction read. So those are my three for the summer reading list.

All right, well I thought everyone's summer reading list was really fantastic but we are now at that point in the podcast where we get to put Mimi on the spot and ask her for her tip of the week. Mimi what you got?

**Mimi:** So I see more and more people are having problems staying out of trouble on Facebook Marketplace. So I have a suggestion to get back in all right. So you have to do it from your phone okay. Turn off the data on your

phone okay, but you can still get to the Internet when your data is turned off. So go open Facebook on the app and click marketplace. It is going to give you a message that tells you that something went wrong and there will be a button that says trying again okay. Don't press it. Click back and turn your data on. Go back to Facebook and click the try again button. From that point you should be able to get back into Marketplace.

The first thing I would do is go find any ads that are in your support inbox that they've flagged okay and get rid of them on your laptop and also clean out your cache everything but your passwords before you try to go back in that way, but you should be able to click again. I'd love some feedback from folks that have tried this. So far I've gotten some mixed reviews. Good luck.

**Mark:** Wow, that's a great tip. That's a great tip. I want to thank all the listeners. Hopefully you're getting a lot of value out of these Round Table podcasts. Mike what you got?

**Mike:** Mark, what about napping?

**Mark:** Napping. If you're going to nap, right, then you need to nap your biphasic which means that basically for most people around 2 to 3 o'clock you feel tired that's very natural and so if you take a nap don't take anything longer than an hour nap. Do not nap after 4:00 in the sense that it's actually harmful, in the sense that actually sleeping longer than nine hours is actually harmful as well. There are some studies that say that those people that do nap there is benefits to it.

You will not catch up on sleep. Once you have a sleep deficit you have a sleep deficit there's no way to catch up on it that's actually a myth, but napping actually can help if you do it but don't do it after 4:00. And then certainly if you're having trouble going to sleep you don't want to nap, you also don't want to have that afternoon coffee either if you're having trouble going to sleep and I hate to say it like for Nite Cap you don't want to have alcohol as well.

**Mike:** I only drink whisky.

**Mark:** Not great for your sleep. Certainly don't do it as a night cap which kind of destroys the whole idea of Nite Cap but it's really bad for your sleep.

**Mike:** Thank you.

**Mark:** All right, but I want to just ask the listeners please do us a little favor if you're getting value send the podcast to friend through the inner web,

share it with your friends, share it on social media and please do us three little favors you've got to subscribe, rate, review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we're going to send you for free our \$97 *Passive Income Launch Kit*.

All right, well I want to thank everyone. Are we ready to do this one, two, three?

**All:** Let freedom ring.

**Mark:** Not bad.

**Mike:** Yeah. I think I've got a great question we should use at the... you know how sometimes we see if listeners listen to our Round Table here and we give them prizes. I think it should be what should you never share with Scott Todd at a dinner table? And the answer would be a knife. Can I borrow your knife?

**Tate:** Yeah, that's a good.

**Mike:** Something is about to go down.

**Mark:** It is.

**Tate:** Now the hard part would be us remembering that we asked that question?

**Scott:** Hold on. Well not if we write it down.

**Mark:** We've got to write it down.

**Scott:** Pen and paper man. Look I've got, I mean not to brag, but I do have a Hawaiian pen I can write with like I'll write that down but...

**Mike:** You notice he wore a white shirt today just to show off his tan?

**Scott:** No, no.

**Tate:** Everybody, all the viewers need to get online and watch this one because Scott has got an amazing tan I've ever seen on a white.

**Scott:** Listen, I don't have to tell you. I'm like you know.

**Tate:** It could just be your fancy lights in your room.

**Scott:** No, it's not. It's not. It's real Tate.

**Tate:** I know we've talked about you turning that room into like a production office. Maybe you have [00:35:24] [indiscernible].

**Scott:** You don't know man. Like I got high-end Surface technology that's really doing a lot of good stuff around here.

**Erik:** It's just spray tan booth.

**Scott:** Spray tan booth.

**Mark:** Such a disappointment for my son man. I've got to go to the mall; I've got to get this repaired.

**Scott:** What did he do to it?

**Mark:** Used it.

**Scott:** Nah, he must have misused it.

**Mark:** Ah the jury is still on.

[00:35:56] [indiscernible]

**Mark:** What's that?

**Tate:** Is there problems with like the internet and stuff?

**Mark:** Yeah, it's like the screen is like not coming on.

**Scott:** I will tell you that in Apple's defense because I believe in being fair Apple is coming out with the iPadOS. Have you seen that?

**Mark:** I haven't had time because I've got a little eye fatigue.

**Scott:** So they are coming out with their own iPad operating system because the iPad has always been based on the same operating system as their phones. So they are dedicating its own operating system which does give me some hope that they're listening to this podcast and listening to my complaints and that they're going to like take action. But like they've, I don't know, it's going to be hard for me to switch right now.



**Mark:** I feel like once you got the Surface like that was it. I think [00:36:47] [indiscernible] really radically change this business model.

**Scott:** Yeah. You know like I feel like I'm making technology great again.

**Mark:** You are. [00:37:01] [indiscernible] By the way, Larry Overstreet just threw up.

**Scott:** Right yeah. Let me come up with a hat that says like 'Making technology great again' and you know like I don't know. I always tell my kids like if I ever ran for... like you ever see people that are running for like County Commissioner or whatever they've got to be the worst marketers ever these people running for it like politics because...

**Mark:** Are you picking on Dember?

**Scott:** What's that?

**Mark:** Dember is running.

**Scott:** I don't know. Maybe he just got the marketing down. I didn't know he was running for anything.

**Mark:** He definitely does have the marketing down. Are you kidding?

**Scott:** Listen so Jeff if you're listening to me listen take one topic man. Like for me I always tell my kids like the roads around here are terrible I would just put up signs that say like 'Hate the commute - Todd for Traffic' or whatever. You know like just pound them man like just choose one topic man.

**Mike:** That's got a ring.

**Scott:** Yeah, Todd for traffic, right. You know 'Traffic sucks #TrafficSucks, roads fix the roads. I would be out there doing Facebook Lives every day like look at the road here this is ridiculous not on my watch. Then once I get elected I would be like nowhere to be found, I don't know just collecting the money I guess.

**Tate:** Just be in Hawaii.

[00:38:20] [indiscernible]

**Mark:** Oh by the way so next week are we going to talk about our summer you know like Netflix, Hulu show list?

**Scott:** How are we going to do that when we've got to read all these books?

**Mark:** Well, you've got to make a little time. I mean for [00:38:43] [indiscernible].

**Tate:** You've got to dedicate a solid two hour block every single day to stream in content it's important. You've got to do this.

**Scott:** Got you, got you.

**Tate:** This is important it's like reading a book but you've got to dedicate time to Netflix otherwise you're going to miss out and then once you miss out on these new shows you're never going to get caught up again.

**Scott:** Oh yeah. I'm sure they'll never be around again.

**Mike:** Go watch season 4, season 4 of *Game of Thrones*.

**Mimi:** Oh my gosh.

**Scott:** Of what show?

**Mark:** *Game of Thrones*. Is it worth the commitment Mike?

**Mike:** Yeah. I've figured out that that show can actually cause depression after the fake. I don't want to say anything but after this big wedding thing depression, depression.

**Scott:** How did you get past the third one man? Like I stopped on the third one I'm like this is the worst show ever.

**Mike:** You know it. I think man it messes with your emotions I'm telling you.

**Mark:** I don't know.

**Erik:** Commitment issues. That one is too long.

**Mark:** Yeah.

**Scott:** I like Tate's model like one season five episodes we're done in and out.

**Tate:** Yeah.

**Mark:** I like the BBC shows like *Luther* has like three episodes then we're into season two yeah.

**Mimi:** All right.

**Mark:** All right. Well thanks everybody and see everybody next week.

*[End of Transcript]*