



# 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), Aaron Williams - [BearLandProperty.com](https://BearLandProperty.com), Mike Zaino - [ThreeLandGuys.com](https://ThreeLandGuys.com), and Scott Bossman - [LandBosses.com](https://LandBosses.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) and we've got the usual suspects minus two missing. We've got Erik Peterson for this week's Round Table. Erik, how are you?

**Erik:** I'm good.

**Mark:** 'The Technician' Erik Peterson I should say. We've got 'Bear Land' Aaron. Bear Land, how are you? Welcome back.

**Aaron:** Hey I'm glad to be back. Too long of a hiatus.

**Mark:** It was too long. You were missed. Of course, we've got the 'Nite Cap Meister' 'The Nite Cap OG, dude buddy Scott Bossman. Scott, how are you?

**Scott Bossman:** Great Mark. Thank you.

**Mark:** Good to see you and then of course breathe in the mailing, breath out the marketing 'The Zen master' Mike Zaino. Mike, how are you?

**Mike:** I'm doing wonderful. How are you Mark?

**Mark:** I'm good and last but not least, Scott Todd the Flight School Sherpa, 'the Professor', 'the Brain' from [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com), and most importantly if you're not automating your Craigslist and your Facebook postings, [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek). Scott Todd, how are you?

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

**Mark:** I'm great. Speaking of Flight School and Flight School Live today's podcast is sponsored by Flight School and Flight School Live. And if you want to start doing deals in real time with the Sherpa himself and Tate Litchfield at Flight School Live learn more go to [TheLandGeek.com/Training](http://TheLandGeek.com/Training). Schedule a call with either Scott Bossman or Mike Zaino and really start going up that mountain quickly, safely, efficiently and save yourself so much time and headache for sure.

So we got that out of the way. We're in summer and I've got two of my three kids out and you know so the dog days of summer if you will. You know what my wife and I are doing every night? Well you probably don't because we're watching a lot of TV. I know what Bossman was thinking and I'd like to say that you know it's all good there but...

**Scott Bossman:** Are we about drinking wine? Are we talking about drinking wine?

**Mark:** Drinking wine, Napa wine absolutely, but we should be talking about our favorite... because last week we talked our favorite books, our summer reading list. What are we watching these days on Netflix Hulu, Amazon? I assume everyone who is listening has already cut the cord except for me their favorite shows. So I promised Zaino I won't pick on him first. So let's just pick on 'the Technician' Erik Peterson what have you been watching these days? What's your show recommendation?

**Erik:** I'm going to give you three. So first of all the family show for, you know, nighttime before the kids head off to bed we've been watching *America's Got Talent*. The kids enjoy that a lot and it's fun sometimes to watch. So we've got that. I won't give you my wife's pick, we'll skip over that one but from Netflix I'm going to say there's a show called *Chef's Table*. I don't know if anyone has seen it but it's all about chefs and kind of like their whole process - like getting their ingredients and it's just like the whole

story. It's really interesting to me to see kind of like how they're coming up with their dishes and different things and just hear their stories.

So I found that to be pretty cool and you know we've got Jack Bauer moved to Netflix with *Designated Survivor* season 3. Obviously he's not Jack Bauer anymore but I recently had the privilege of seeing him here in Franklin Tennessee at a local theater he also sings.

**Mark:** Wow.

**Erik:** That was interesting but you know I like *Designated Survivor*. I watched the other two seasons on regular TV and I'll be checking out the one on Netflix here soon.

**Mark:** Fantastic, fantastic. 'Bear Land' Aaron what are you and 'Bear Land' Melissa watching these days?

**Aaron:** Well Melissa doesn't really watch too much TV. So the watchlists are pretty much just my stuff. So basically you'll find an extensive collection of anything sci-fi or car, motorcycle related but I'll give you my three picks on major platforms. Amazon really like *Grand Tour* it's the European guys Jeremy Clarkson, Richard Hammond and James May that used to do *Top Gear* and they have their own Amazon special now called *Grand Tour* and they're up to all kinds of zany antics with cars that none of us can afford.

On Netflix I just finished *3%* it's kind of *Hunger Games*-ish kind of you know series but it's actually I think Spanish or something, but they you know it's dubbed in English and it's done well. So it's not very distracting. Currently I'm watching *DCs Legends* on there and then Hulu this would be my adult selection it is a show called *Letterkenny* and it's kind of some country farm guys in Canada and it's a comedy, but it's fairly raunchy so you definitely don't watch that with the kids.

**Mark:** Awesome, awesome. All right fantastic and then 'the Nite Cap Meister' Scott Bossman what are you and Erin watching? You still have your - if you mixing in the family fun [00:06:56] [indiscernible].

**Scott Bossman:** We do mix in the family fun. Erin and we are slowly working our way through *Game Of Thrones*. I read most of the books except the last one but then my son and I are watching one together and this definitely in line with the geekiness of our community. Mark, I don't know if you've ever seen *Battle Star Galactica* the series that came out in 2005.

**Mark:** I've seen the old *Battle Star Galactica* but not the 2005 one.

**Scott Bossman:** Oh you do. That series is actually very well written and the special effects are very good and it's very suspenseful geeky show. So my son and I are making our way through *Battle Star Galactica* for me it's my second time.

**Mark:** Nice.

**Scott Bossman:** And then the show I watch when I'm folding laundry or whatever in the living room I like on Netflix the *David Letterman Show My Next Guest Needs No Introduction*. I don't know if you guys have seen that but Dave interviews a lot of celebrities, people in politics and sits down with them for an hour and does a pretty in-depth interview on where they are at in life. So he's done you know former presidents, movie stars, the young woman who was shot by the Taliban in her school bus a number of years ago who won the Nobel Peace Prize. So that's a great show that I've enjoyed as well this summer.

**Mark:** Fantastic, fantastic. Zen Master, are you ready?

**Mike:** I am ready. So like Scott we waited until all the media was gone and we're doing *Game Of Thrones*. So we're currently on season 5 it's starting so we've got our ways to go with that, really loving it. It's got the power - I think I said it last week - to really depress you, though it's kind of interesting and then once that's done we get to finish the last season of *Billions* because we've put that on hold because we got hooked into *Game Of Thrones*. Although I haven't been too overwhelmed what's happened so far with the *Billions* this season I'm hoping that... Same thing with *Ray Donovan* we never finished that one that's a great series but I don't know. Sometimes these shows they go like maybe a season too long or something and it kind of dwindles. The rage at the fire station everybody is talking about is *Chernobyl* and...

**Mark:** Oh yeah.

**Mike:** So thy keep saying how phenomenal it is. I remember it was probably 15 years ago we had a group of young kids from Chernobyl came over to the fire station for a tour. I don't remember the timeline but they were definitely affected by that whole circumstance and so there's a picture on the wall stations of me and other guys with those kids. So you know I didn't know there was this series and it's got a bunch of high reviews.

So looking to do that and then there's a standbys I'll wait until everybody is done. I've heard great things about two other shows well *Marco Polo* I want

to see because I'm reading *Genghis Khan and the Making of the Modern World* and this is about Kublai Khan. Kublai Khan I think is in *Marco Polo*. So that one and then I've heard a great bunch of things about *Dexter*. I mean I never really got into it but I've heard people say it's incredible we could binge watch that so probably that.

**Mark:** Nice, nice I love it. All right, Scott Todd in-between you know, probably having to reprogram your Surface when you have the time. After you run that virus software a few times and then you probably get a chance to, you know relax and watch some TV.

**Scott Todd:** Well first of all the Surface the two of them that I have they run rock-solid okay. Like I can't imagine life without them and in fact they raise the bar I think for everybody. I'm surprised that you guys haven't jumped on the bandwagon yet. However, just to set the record straight the Surface is great. I'm able to watch great shows on them as well because they are so stable and rock-solid but I don't do a lot of TV watching okay.

So you know like basically it's kind of weird. There are some things that have caught my attention though let me tell you what we're doing. My wife and I are now for the third time, I think third time, we are going back and watching *Lost*. Why? Because we just got back from Hawaii and we're like we were there, we were on that beach, we've been there dah, dah, dah and we've forgotten them through time. So we're on our *Lost* kick right now. I think we just started season two last night so we'll keep chiseling away at that.

I did recently enjoy the HBO documentary, *The Inventor* about the Bad Blood lady that was really good. So if you haven't seen that go watch it. It's forcing me or getting me to read the book I talked about that last week. There is a new Showtime miniseries coming out which I cannot think of the name of it and it was really... It just got my attention but suddenly I can't even think of the name of it right now but whatever the newest miniseries on Showtime go check it out because I'm going to. That's it.

**Mark:** All right fantastic, fantastic.

**Scott Todd:** Wait, wait one more thing. You know what my favorite series is though Mark for night time watching?

**Mark:** Is it the story of Steve jobs.

**Scott Todd:** No, the Nite Cap. The Nite Cap.

**Mark:** The Nite Cap of course.

**Scott Todd:** Just go binge all of those they're great.

**Mark:** Between Nite Cap and LOTS that is some really good watching there.

**Mike:** Mark I was wondering Scott said this is the third time watching it. I'm curious have you figured out the ending yet or you guys that's why you're watching it [00:13:15] [indiscernible] ?

**Scott Todd:** Well, I think we have. I think we have noticed a few things in *Lost* so one it's interesting because what we've noticed is that whatever happened in their real lives kind of gets exponentially blown up on the island. So as an example the character that plays Michael in the show he was not married but the mother of his child kind of took the child away from him and then moved to another country. So like that's on a small scale but then he gets them back. They're on this plane they end up on an island but then on the island the others come and take the child away again. So it's whatever happens exponential.

Charlie has a heroin problem in real life and then on the island he gets a bigger heroin problem because the plane filled with heroin crashes on the plain and this [00:14:18] [indiscernible]. Everything that happens in their real lives I think kind of gets blown up in proportion on the island and basically the ending we obviously they all meet the people that are there they've died and they've moved on to heaven that's kind of like the conclusion of it. So we're picking on some...

**Mark:** You could have gave a spoiler alert. All these people listening to the podcast...

**Scott Todd:** They have all seen *Lost*. If not they're like aah. It's taken me three times to figure out what the heck happened so you know spoiler alert. Mark, just put in the warning don't listen to Scott's thing it's spoiler alert.

**Mike:** It's like 10 years old.

**Scott Todd:** Yeah, that's what I'm saying like at what point did we not care anymore.

**Mark:** That's true, that's true all right. So, for me as far as like being a good dad with each one of my kids it's very important that I watch with them *Arrested Development*.

**Aaron:** Yes.

**Mark:** So that is like a family tradition with each child we watch *Arrested Development* together because there's always money in the banana stem. All right so that's one of them now the other documentary that we have to watch together which I think is a phenomenon sort of way of explaining success in life *Jiro Dreams of Sushi* and here is this guy that takes a very simple thing and is the best in the world at it. I mean it's just... what is this? It's rice, a little soy sauce, a little wasabi and fish but he's the best in the world at it and it's a really interesting documentary especially to watch with the kids and if you're not even a sushi fan you might after watching *Jiro Dreams of Sushi*.

And then as far as adults the adult shows are for me I love *Black Mirror* especially being techy and geeky really just love, *Black Mirror* and then you know Mike, I did finish *Billions*. I do recommend *Billions* as far as for those of you that you know it is... I think it's a great show especially if you're an entrepreneur and have this sort of sense that you never have enough. Now you get to watch the ego run rampant in *billions* because even the billionaires don't feel like they have enough. They don't have enough power, they don't have enough money and it's just never enough and you're just watching real time how that void destroys almost every important relationship to them.

So *billions* is this great show, but also a cautionary tale and then another cautionary tale of course is *Handmaid's Tale* which we are now current on and that's a tough show to watch, but if you can I think it's really well done for sure. Those are my picks. I'm expecting Scott Todd to, you know, come up with some kind of snarky comment about like oh well you know everyone in the *Handmaid's Tale* is using Surface.

**Scott Todd:** No, I wouldn't know because I've tried to watch that show and it's like nah it doesn't catch me so I don't know.

**Mark:** Give it another run.

**Scott Todd:** Well I've given it two seasons.

**Mark:** Oh really.

**Scott Todd:** Yeah, I gave it a season and a half and I don't know they kind of creeps me out when they wear those little hats and stuff. So I think I'm out.

**Mark:** All right.

**Scott Todd:** And then you see the people like wearing those costumes at like a protest and it really freaks me out. They're like crowns.

**Mark:** Okay, look some people like chocolate, some people vanilla.

**Scott Todd:** But it probably was all created on Surface so.

**Mark:** Well, I can tell you for sure it wasn't because there's not like stoppage like now run your anti-virus during the show.

**Scott Todd:** Ah okay.

**Mark:** It just runs continually.

**Scott Todd:** Yeah.

**Mark:** It's very crazy. So it's really cool to watch. So we're now at that point in the podcast on this very light Round Table where we've not discussed one piece of land investing. I feel like Scott Bossman you should give us one case study of something.

**Scott Bossman:** One case study huh.

**Mark:** Yeah.

**Scott Bossman:** I mean I just did a deal. Last week I picked up a piece of land wholesale in an area that I had a strong buyers' list because I came across it. I thought it was a good deal and I thought I had the buyer on hook and turns out I had a buyer on the hook. So I got a nice term deal out of that for 135 a month for 60 months and I get my money out in 12 months. So it's kind of a nice way to acquire a property without mailing and make it happen pretty quickly.

**Mark:** I love it, I love it. I want to congratulate our coaching client Luke Harris for completing his hundredth deal and he's at now 7200 a month in passive income. Congrats to Luke and again if you want to learn how to be like Scott or Luke just go to [TheLandGeek.com/Training](https://TheLandGeek.com/Training). And now we're at that point where we are going to get a really valuable tip from 'Bear Land' Aaron. 'Bear Land' Aaron what's the tip of the week?

**Aaron:** Well I was trying to figure out a way to do a landing page for my deal of the week and maybe my first look at properties for my VIPs and you



know my mailing platform has landing pages but they don't really work for that kind of purpose the way they're laid out and stuff. So I was looking around and you know there's Leadpages and some companies that offer landing pages services and it's really nice but it's an additional cost and I didn't feel I was quite ready to take on that additional cost at this point in my business.

I got a notification from Dropbox that said that they had revamped or are creating this service called Paper so I looked into it and it's really quite nice. You can set up a template that you can utilize over and over. It's you know, very rich as far as media goes you just kind of drop in pictures, drop in videos, you can create tables on it, all kinds of neat stuff and then you've got a shareable link. So you know it's not necessarily going to be indexable by Google but I don't know that that's really the purpose of, you know, that sort of landing page that you would use for your email list and that sort of thing. So you can just include that shareable link right in your email, people click through it. You can even put your down payment link in the Paper and everything will work it's a nice little area. They also you can link to various folders within your Dropbox if you want to sure some further information for people to look at too. So I think it is a nice little solution for your emails and it's free.

**Mark:** I love it, I love it. I feel like we should really have Erik Peterson pick it apart graphically to see if it's a good enough landing page but on the surface of it without looking at it and without having Erik give the aesthetic seal of approval I think it's great. Oh here he just... wow that's bold. All right Erik.

**Erik:** Well it's just the template.

**Mark:** In real time let's take a look at the template. I'm opening mine now, let's see it's opening. By the way I'd be curious am I the only one that has Firefox as their site. Like are you guys Chrome [00:23:13] [indiscernible] or Browser?

**Erik:** No way man.

**Mark:** I know Scott's got Internet Explorer but besides...

**Mike:** It's actually called Edge.

**Scott Todd:** Wow, wow.

**Erik:** That's because they had to rebrand it because it was so bad.

**Mark:** It's telling me I have to login Bear Land.

**Erik:** You don't have to login.

[00:23:39] [indiscernible]

**Mark:** You have it open.

**Aaron:** Yep.

**Mark:** Why can't I open it?

**Erik:** Aaron where's your Animoto video?

**Scott Bossman:** I had to login as well.

**Aaron:** I didn't place the video in it yet but you can. You can drop the video right in there.

**Erik:** Okay.

**Aaron:** I [00:24:00] [indiscernible] some of mine I'll do through YouTube but then I'll just send them to private but for none public or whatever. But it will do the frame so you can drop the video right in there and you know it's got the eyeframe. Why are you smiling?

**Mark:** [00:24:20] [indiscernible]. Oh no Bear Land he just hacked it.

**Erik:** What did he do?

**Aaron:** See that's because I shared it.

**Mike:** You shared the live link.

**Aaron:** Well, to you guys.

**Mark:** All right, so you wouldn't normally do that. What do you think, Erik Peterson? I'm looking at the nearest town, the nearest major city, amenities list, property details, additional images, next topic.

**Erik:** I think as long as you can protect it so people can't change it you know I think it's a decent solution for a free landing page. I mean you could easily put your Animoto video here, you could put all of your images, your content.

I mean to link your deal of the week off to that I mean there's nothing wrong with that. It's free.

**Mike:** The other way to say you don't like it a decent solution. It sounds like a technical way to say you don't like it.

**Erik:** I'm not going to use it myself because I love using Leadpages but it's paid. So I think for people getting started just like we recommend MailChimp because it's free but you know I use ConvertKit, it's the same philosophy there.

**Mark:** Yeah. You know speaking of free there's a new free course about how to train your VA's that people are going crazy about. Scott Todd you want to talk about that?

**Scott Todd:** Yeah, if you go to [InvestorNinjas.com/Free](https://InvestorNinjas.com/Free) and register for free there's a class in there it's called *My Favorite Tool For Training VAs* and in like less than 40 minutes you will have the tool. The ultimate tool that you need to train your VAs to keep them up-to-date and it's beautiful because... Mark I know that you haven't had a chance to watch it yet but you go in and you make a training video for example like a Zoom call and you're like hey this is how you do it, blah, blah, blah. You train them and then like two weeks later the developer of the website goes in there and they change something so the screen looks different and the VA is like, well I don't see it anymore or maybe it's a couple of years later and the new VA is like this looks different.

So then you're like okay well let's get on an update call or let me update if for you or let me just do addendum. Then you get this like cookie database of training videos or whatever. This tool is so cool you do screenshots, you type in what you wanted to say and it will create a video for them with annotations. It will speak it in a voice that you wouldn't even believe is a computer-generated one it's so dang real and if you ever want to change a screen on the fly you just go pop in a screenshot, just modify it and it updates it automatically, no processing whatever. Here's the link, just go ahead and use it again. It is a rock-solid tool, it's a free tool and I gave them free training, gave away free training at [InvestorNinjas.com/Free](https://InvestorNinjas.com/Free).

**Mark:** So I just ruined my microphone from the drool as you were talking.

**Scott Todd:** Yeah, yeah I'm telling you like this is a game changer. This free product is a game changer like I'm in love with it. I'm not like literally... the other day someone on my team asked me something and I sat on an airplane not flying and I was a passenger 35,000ft and I'm like typing out

the training video and like literally 10 minutes I sent the video. It turned out to be a one minute video but it was screenshots of dah, dah, dah this is what I want you to say and it's editable, easy on the fly, easy on the eyes, it makes training VAs easy. I wish I had this five years ago I probably would have been like... I don't know as big as you are now in the passive income.

**Mark:** That's a bold statement but okay that's great.

**Scott Todd:** Go big or go home.

**Mark:** Yeah, exactly. I'm going to go to watch the video. I want to thank all the listeners and if you're enjoying the Round Table, if you're enjoying the podcast the biggest favor you can do share it on the social media, on intra-webs, send it to a friend, email to a friend and then just send us some love.

You know Erik Peterson 'the Technician' looks at me every day and says Mark has anyone subscribed, rated or reviewed the podcast today? And do you know what type of shame spiral I have to go into when I say no and the look of disappointment on his face. So for my sake subscribe, rate, review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we're going to send you for free the Passive Income Launch Kit. Erik was that good?

**Erik:** That was awesome.

**Mark:** All right. Are we good.

**Erik:** We're good.

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

**Aaron:** We're great.

**Mark:** Scott Bossman?

**Scott Bossman:** We're awesome.

**Mark:** Zen Master?

**Mike:** Very good.

**Mark:** Surface, I mean Scott Todd?

**Scott Todd:** Look I want to tell Aaron I like what you have here the only problem is like I'm messing with Paper here and I'm adding stuff to it like my own and I can't figure out how to delete the little elements that they put on there. It doesn't make sense. Like what's wrong with Dropbox? You can't delete the stuff that you put on there.

**Aaron:** What do you mean you can't delete it?

**Scott Todd:** Like if you put elements you can't delete them. Well there's a delete button on that one but this one doesn't even have a delete button.

**Mike:** Are you deleting all his elements?

**Scott Todd:** No, I'm deleting my own elements.

**Aaron:** I changed everybody's access.

**Erik:** Ah man.

[00:30:09] [indiscernible]

**Aaron:** That is why because I said you can comment now you can't edit.

**Mike:** Hit delete all.

**Aaron:** So I trusted you guys and you let down, you messed with my stuff.

**Scott Todd:** That was funny though.

**Aaron:** But that's okay.

**Scott Todd:** All right, all right.

**Erik:** There's a lot of [00:30:30] [indiscernible] in there.

**Scott Todd:** I like it Mark. We're good.

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

**All:** Let freedom ring.

**Mark:** It never sounds good, ever.

**Mike:** In person it does at the Bootcamp.

**Mark:** In person it does I know. Bootcamp is coming up in a month, holy cow. Are we ready for that? I'm excited. Vegas, Vegas.

**Scott Todd:** Mark, we've got to figure out a summer destination man because this summer is Vegas, last summer was Phoenix, the summer before that was Vegas. We've got to find somewhere that's like I don't know not like a hundred and something degrees in the summer.

**Mike:** Let's go to the Mississippi and Wisconsin.

**Mark:** Wisconsin has got mosquitoes and you know that's not so good. It's like their national bird is a mosquito.

**Erik:** It's true.

**Scott Todd:** Maybe we've got to go to like California.

**Mark:** California is great, it's just that no one wants to spend 500 bucks a night at the Holiday Inn Express.

**Scott Todd:** I'm sure you can work some magic deal man; Danielle's magic. She can negotiate and get us a good deal somewhere.

**Mark:** Well I know but you know The Western, Vegas it's going to be great.

**Scott Todd:** It's going to be hot.

**Mark:** It's air-conditioned. It's air-conditioned the whole time [00:32:07] [indiscernible].

**Erik:** When do we ever go outside?

**Mark:** We don't go outside but the attendees do.

**Scott Todd:** Okay, all right.

**Mark:** I think it's a great way to vet the attendees who are serious about land investing because like the ones who are serious on that Saturday morning, are there for bonus session. Everyone else in Vegas like they come in blurry-eyed, they're like argh land investing.

**Scott Todd:** Because this is the first one we had like near the strip, right. Like are we not requiring people to blow to get access to the room like, are they legal

**Erik:** Bossman is going to stand there with the breathalyzer.

**Mark:** Yeah, seriously.

**Aaron:** That would be interesting.

**Scott Todd:** Should we put an under/over?

**Mark:** Yeah seriously. I think we're going to have some new games.

**Scott Todd:** Listen, we might have some good stories.

**Mark:** Yeah for sure.

[00:33:05] [indiscernible]

**Mark:** All right well I've got another call soon. So I've got to run but what do you guys have going on the rest of the day?

**Aaron:** We're going to buy a car.

**Mark:** Car?

**Scott Todd:** You're going to buy a car?

**Aaron:** Maybe.

**Scott Todd:** Nice, what are you getting?

**Mark:** Scott already bought a boat.

**Aaron:** A BMW three series it's not a new one. It's a few years old but my wife is tired of the gas that the Escalade sucks down and the kids both have their own vehicles now. So I think she wants to downsize into something more fun.

**Mark:** Get the Model 3, get the Tesla then you don't have to worry about the gas prices.

**Aaron:** We're not quite in that price range yet, we're not buying a new one.

**Erik:** You have to travel too far to get to town. Like, you can't do it on a charge.

**Aaron:** There are no charging stations out here. I mean there's like can buckets for horses but I mean that's the only charging station that I've got.

**Mike:** Why wouldn't they add like a solar panel to it so that it can charge itself?

**Mark:** There's like a \$120,000 one that has a solar panel on top like the Fisker but it's not called the Fisker anymore. I forgot what it was I say it at Newport Beach but have like a solar panel on top you know that would be fun I guess.

**Aaron:** Yeah, this goes like a 200m/hr car too I think.

**Mark:** Yeah, I know it's fast. You don't see too many of them though. I've seen like one out here but I don't know. All right well I'm going to go start and text the wife about all the new shows we have to watch now. *Battle Star Galactica* is going to be a tough sell, but I'm going to try.

**Mike:** She'll enjoy it actually.

**Scott Bossman:** A great drama component to that show. Drama, action, sci-fi it's got everything.

**Mark:** Yeah, I think the negotiation might be I'll watch *Battle Star Galactica* but you've got to watch *Big Little Lies*.

**Scott Todd:** Oh that's a good show. I like that one.

**Scott Bossman:** It's a good show. Erin and I watch it a lot.

**Mark:** All right, all right I'm not afraid.

**Erik:** Tell her *Galactica* is a love story because that's really what it is.

**Mark:** Yeah, I'll tell her it's like a Hallmark based in space.

**Scott Todd:** Hey man my sister and my niece were in a Hallmark movie.

**Mark:** Really?



**Scott Todd:** True man, true. Like I think it was Memorial Day Weekend they had filmed one here in Florida and my sister and niece were in there like one of the scenes they were there, they had to go there all day as a standing or an extra. They were on the show all day and it was really kind of cool to see them. When the show started I was kind of asking everybody like does anybody have an idea how this one is going to end? I am clueless. I did not win any fans that day by asking that question.

**Mark:** You know what you're the guy in the beginning of the show.

**Scott Todd:** Yeah, yeah.

**Mark:** You're like the sleek corporate guy in the beginning of the show not present on his phone.

**Scott Todd:** Not paying attention to the wife.

**Mark:** Not paying attention. No, no it's never the wife it's always a girlfriend.

**Scott Bossman:** The girlfriend right.

**Scott Todd:** That would be a pretty good one if they had that with the wife and the wife is like I'm shutting this shit down and add it more to real life you know I think that would be the better way to go. Maybe you and I should collaborate on the Hallmark show, Mark.

**Mark:** I think it would be like based on a piece of raw land and then like I think the plot is that you know there is like some tension between the two companies right and then you know all of a sudden the wives discover we have hearts of gold and we're really you know. Yeah initially we were going to buy the property 25 cents to the dollar but then they discover that yes we are still going to buy at 25 cents to the dollar but it's because we're handling their tax problem that we're going to actually help the community collect tax revenue and then that final kiss of appreciation for it.

**Scott Todd:** Listen I have the perfect filming locations, I know this area well. We'll talk later Mark.

**Mark:** Okay awesome.

**Scott Todd:** All right.

**Mark:** Thanks guys.

*[End of Transcript]*