



# THE LAND GEEK

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

**Mark & Scott talk with Victor D. Reynolds,**  
[VictorDReynolds.com](http://VictorDReynolds.com)

### **Transcript**

**Mark:** Hey it's Mark Podolsky - the Land Geek with your favorite niche-y real estate website [TheLandGeek.com](http://TheLandGeek.com) and I'm really excited for today's guest because he's just so great. He is a Land Geeker and now an author I'm just so excited. But I'd be remiss if I didn't properly introduce my cohost you know him, you love him 'The Professor', 'The Brain', the Flight School Land Geek Sherpa Scott Todd from [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com) and most importantly if you're not automating your Craigslist and your Facebook postings, [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek). and now a new program it's the Netflix of everything digital that you'd want to learn in your life. Scott Todd, tell us about your newest and latest and greatest invention.

**Scott:** Oh man it is heavy lifting it is [InvestorNinjas.com](http://InvestorNinjas.com). InvestorNinjas.com go there, there are a lot of cool things. One as Mark said we're working to make this the Netflix model for your training really your soft skills you know like. Our guest today who I'm really excited to have he's dead-on with something he told me before the show, which is really got a lack of knowledge. It's not a lack of knowledge out there what it comes down to is maybe a lack of some of the soft skills and that's really where Investor Ninjas comes in is to help you focus on some of those soft skills that you need so go check it out. You can join us for free

InvestorNinjas.com/Free it's a great community there for all of the real estate investors out there. Help me spread the word, I want real estate investors, I want a boatload of them or people just like you to make the world a better place.

**Mark:** Yeah. I'm really excited. We can all agree knowledge is power and to go to one platform, one trusted platform that's phenomenal. So check out InvestorNinjas.com. Today's podcast is sponsored by Flight School. So you don't want to go up that Land Geek mountain all alone. Have that Sherpa Scott Todd he's done over 200 deals leading you up. You can do it live over three days or you can do it virtually with them over 14 weeks. Schedule a call with the 'Zen Master' Mike Zaino or the 'Nite Cap Meister' Scott Bossman just go to [TheLandGeek.com/training](http://TheLandGeek.com/training).

Today's guest is a former Land Geeker, Land Geek client Victor Reynolds. If you don't know about Victor he is just a phenomenal guy, former athlete and now I guess he's kind of like a cross between if Tony Robbins and say Kevin Durant have like a lovechild you'd have Victor D. Reynolds with his latest book [Get Off The Bench](#). Victor Reynolds, how are you?

**Victor:** Oh I'm doing great. I also appreciate the introduction that was actually pretty good.

**Mark:** So Victor we were talking before the podcast about your powerful why? Why write the book *Get Off The Bench*.

**Victor:** Well Mark I since doing land investing I've met a lot of other Land Geekers and I've also told others about the land investing model, I've also brushed out a bit to help myself sell a little bit more land and when I've done that I ran into a lot of people who were looking to make money online in various ways.

Now they always say I don't have money to do this, I don't know if I can do that and I get it, but the information to do all the things that we need to do you know to make money be it investing in land or drop shipping or affiliate marketing or what have you is all out there. You can easily purchase it or if you're really resourceful enough you can put it together for free. But the reason why people don't succeed is not because they don't know what to do is they don't have the belief that they can do it, they don't have the confidence or the mindset or the habits that you need to daily take action. Mark one your favorite word is Kaizen. A lot of people don't have that ability to take those small continuous steps and that's what the book is all about.

**Mark:** Scott Todd I know your next question but go ahead.

**Scott:** What's my next question?

**Mark:** Which is how do you take somebody with that doubt, with that fear, with that uncertainty and get them off the freaking bench?

**Scott:** That's a good question. I wasn't going to go there yet but I think it's a good question. I was going to say like that is definitely a key part is the mindset issue right. Like it's if people can get out of their own way and just like shut that little voice in their head up man it is amazing what you can do. The problem is that we don't have a lot of self-confidence because we've never been pushed to think and to go.

So like everybody is taught go get a job, go get a college degree or go get a job and stay there for the rest of your life and want people that do it. Yeah, Like I've seen so many people go down that path, they get to the end of their life, they've got like five years to retirement and guess what the comes and says you're not needed anymore. They had five years to go man what the heck and that's not fair. So all over sudden everything you just see the cracks in the whole thing and then it's the fact is that you accepted the wrong story. So I'd like to know now how Victor can move you off the bench.

**Victor:** It's a great question.

**Mark:** How do we get off the bench? In high school I was that kid on the bench. I was like a scrub on my high school basketball team and I desperately wanted to get off the bench.

**Victor:** I've been both the scrub and the starter so I get it and in the book I kind of talk about a bit because of my athletic background. I do bring in some of that to help bridge the gap but in reality what anybody needs is the confidence to go forward. And how you get confidence? Well, that's the million dollar question. In reality all it is experience and integrity there's no other way to really build confidence because what happens often times is what Scott kind of alluded to is basically society tells us how to live our life and for the most part, we don't question it especially since that information doesn't necessarily come from some mountain upon high it's from our friends or family people who actually love us and want us to do well. However, because they were never able to accomplish their dreams and do the things they want to do they make sure be it intentionally or unintentionally that you won't be able to accomplish your dreams either. So they tell you things not out of fear, not out of anger but well more out of fear instead of anger to make sure that hey I was hurt trying to do something against the grain and I don't want you to have that same pain.

So what I talk about in the book is first off to understand how to get that confidence you have to understand what exactly is holding you back. So I go through different things of the different mindsets that we have, that we have developed that and the bias that we have about money in general. Once we understand that groundwork and how we learn things like you may not understand this but between the ages of zero and eighteen is we form 95% of our hard-core programming in our mind. So basically any time something happens in our life after the age of 18 a lot of that your responses are kind of preprogrammed just from your upbringing and we all know as kids we don't necessarily make the smartest decision to do the right thing. So we're basing a lot of that of our adult decisions on things we've done or things that happened to use as children. So once you break that down we can understand that okay there is a way to reprogram that.

Once that happens then you can start to implement the different things that you need to do to build confidence. So one of the things that I alluded to earlier is Kaizen, the continuous improvement but to do that you have to set little easier things that you can accomplish every day and when you do that with the proper mindset the confidence start to build. Also that integrity builds because you're saying hey I'm going to get something done today. It doesn't have to be something grand or major it could be something as minor as I said I was want to send an email to my email list or I was going to make sure I call my mother today because I said I would and you get that done and that feels good because you're a person of your word at that moment and if you actually build on that the confidence comes to do other things.

Once you're confident you can start to make these other bigger goals happen because hopefully as you're working towards it let's use land investing for example you're getting I don't know a hundred offer letters a day so to speak, and as you do that every day you're like it's not that bad. I'm starting to get a routine, I'm starting to understand, I'm starting to see the fruits of my labor and it is hard to not build confidence and the ability to think if hey I can do this, why can't I get on the phone once I get some of these offers back and talk to these prospects and close them on a lower price and etc. etc. etc. keeps going down the line. Does that make sense?

**Mark:** Yeah absolutely, absolutely. I'm curious about some of your actionable mind hacks. Can you give us an example of some of these actionable mind hacks that can really help us sort of break through any of these doubts, fears and uncertainties so that we can start taking massive action immediately in our lives?

**Victor:** My personal favorite because there are two ways. Like what happens often times in life when things happen we create a story around it why this happened and you know maybe in some partial portions of your life that's okay to kind of get you through a potentially tough time. But in my personal opinion those experiences are usually negative and sure they can help you to start to great the different mindset that you need to move forward but personally I like to work out, lifting weights. There has been nothing more transformational for me to watch my body transform.

Now most of you people in the podcast land can't see I'm a tall skinny kid. Kevin Durant that description is very accurate. If you don't know who Kevin Durant is look him up, look at his physique he is not winning a Mr. Universe contest anytime soon. However, it doesn't take much for your confidence to grow watching yourself lift more heavier weights. I'm not saying it's got to be the heaviest weights but as you see yourself start to lift a little bit stronger, a little bit easier it's hard to not feel better about yourself and what you can do.

You can also what I found out to be really insightful especially if you're not into doing anything physical which you really can't succeed if you don't do anything physical your mind, your body and your soul are all connected. When I just set time to read a little bit every day; I'm not talking about hours and hours and hours; 10 minutes, 15 minutes to read every day. The information and knowledge that you will receive just from reading kind changes how you view you know like your business or yourself depending on what you're reading. That consistency truly helps you in what you're doing. Those are my two big ones but I go into detail in the book why they are important not just you should do it but why you should do it as well.

**Mark:** Scott Todd?

**Scott:** You guys can't hear me, can you?

**Mark:** No. Now we have.

**Scott:** There's a lot to unwrap there. I mean you know what he said like one of the things that sticks out to me that victor said was the fact that you know you've got to add small successes. Like everybody's looking to get up to bat and hit a home run, like we all want these home runs in our days and at the end of the day there is not too many days in your life that they are really made up of home runs. Like there's not a lot of home runs in your life. Like there are certain days where it's like man boom that was one for the memory books but most days are going to be just like normal days.

So if you're trying to build your business and you're trying to think like oh I didn't get a homerun today the day was terrible. Well, that's not realistic. What is realistic and Victor said this is like I'm going to get to record and I did this for a very and I still do it, record your successes for the day and even if it seems like a stupid little thing just make notes of where you were. Leave yourself bread crumbs because when you look back all over sudden the world will change and you're like holy cow I didn't see the changing here but the world can in fact and does change over time if you're consistent.

One of the things that I struggled with early on in my business was I struggled with getting that buyers' list email out every week. Like I just felt like slimy, sleazy that email marketer that we all don't like you know, there's people are going to see my name again they're going to go hit the unsubscribe button or they're going to like delete my message or they're not reading my stuff. So you start to have these internal conversations with yourself none of which are probably the reality and so what people are going to unsubscribe. Who cares?

The thing is if you show up every day and you know Mark and Victor one of the things that took me a mindset shift to go do was I would know that I had to send this email out and I would dread it. Okay like oh man I'd hate putting it together and then there was a mindset shift and this is what it really is it's a mindset shift to say you know what I owe it to everyone on this list who has given me their email address so that they can learn more about land, I owe it to them to show up and bring them the best deal I have. Like, I owe it to them. Now all of a sudden it's not about me, it's about service to mankind and that sounds nutty but if you can start to shift, one little shift not on you but on the people that you're serving now you need to show up. They need to hear you, they need you to solve their problems, they need you in their life and guess what if they don't need you in their life it's okay. You've served your purpose they will unsubscribe and it's like they have now found their next path and that's all we're here to do is let me help, serve you and if you want unsubscribe it's okay but I'm going to show up. I think that little mindset shift and that's what Victor talked about it doesn't have to be these homeruns. It needs to be this small little just get on base one time; just hit a single, just hit lots of singles and eventually you're going to hit a homerun. The next thing you know you're going to hit two homeruns in a day and that's just how success builds on each other.

**Victor:** The compound effect that's very true and one more thing Scott Todd. I know you were in a financial sector before you got into land investing but like I think that you can agree that a lot of people as I mentioned before they do have a big issue with money itself and that's why it's taught for people to feel like they need to sell or write that email or

basically put money out there because they have a weird relationship with money because of how we treat money like it's some kind of mystical being. It is just a tool to get things done and when you shift your mindset to one of service that I'm using this to help myself, my family and those who come to me with win-win deals things change, the universe react differently to you, people react differently to you and then again now you're acting with consistency and integrity and that confidence starts to build and that business acumen starts to build.

As you look at more things really how else can I learn to serve people? Well, I need to learn email marketing, I need to learn how to write good ad copy, I need to learn how to close on the phone because once you do things properly you are truly serving people. Because how dare you, as you said Todd, keep your awesome land deals away from somebody who needs that land at a price that they can afford? How dare you do that? But when you have the wrong mindset and the wrong mindset about yourself and your value and the value you bring and about money and what people may or may not think of money you're going to stop yourself from doing the great things that you were put on this earth to do. So I'm right with you Todd, that's beautiful said man.

**Scott:** Mark, if you ever want to see a room freak out maybe you should do this next Bootcamp like take out a \$100 out of your pocket and just tear it up and watch people freak out because of what like Victor just said it we have this... we treat money like it's gold, like it's on a pedestal and literally I don't want to lose money like anybody else but like when you can get to the point where you're like that's a \$100 that's okay. I will get more it sounds nutty but at like some point in time you're like I'm not going to chase that down it is what it is I'm going to keep moving on. Then you know that you've broken the bond with money when you're like I'm not going to fight that you know where before you'd be like I need that \$100 or I need that \$20 back, you shortchanged me six cents at the grocery store you're too in love with it.

**Mark:** Yeah, yeah. I know it's so true and you know we can do a whole podcast just on people's dysfunctional money mindsets. But that being said, I'd like to ask Victor what's the worst advice you see given in the area of trying to build an online business?

**Victor:** That's a good question. The worst advice that people do or they tell people to buy well I would call it's bad when it's done at the improper time. So as I said earlier all the information we can ever want about how to basically do anything is on the Internet and the better information is that you pay for it. So I guess the worst advice is people thinking that while it is

possible to find information for free to get the complete accurate picture trying to do that for free like jumping around and sacrificing your time to find information that you can easily pay for quickly and you can start to implement and invest right away. So people thinking you know basically other people also who don't have any success online or elsewhere oh yeah you don't have to pay for that, that's a waste of money you shouldn't pay for that, you should just find it for free on somebody's blog or something. And again technically you can do that but the amount of time you spend on that and the amount of holding your knowledge that you're going to have and the lack of access to a community that also going through the same content you're going to fail, you're going to fail and I'll add to that.

Another thing that is bad advice is basically any advice from someone who hasn't done the thing that you're trying to do successfully because again we take advice from people who don't know what the heck they're talking about and again that a lot of the times it's from like uncle Joe or our brother or somebody that we love and they do care for us but you know I don't take fitness advice from a fat person. I don't care about how many books they've read or who told them what. I take advice from people like you've done this before I'd love to listen to your opinion, to someone else like unless you've done it I don't really care. So that kind of goes with the saying like try to find everything for free online you can do it quickly, you can do it on your own it's not true; no man is an island.

**Mark:** Yeah I know. I couldn't agree more and it always breaks my heart when I get that email from somebody that says I'd love to do Flight School but I can't afford and I always want to email back. I never do it, but I always want to say you can't afford not to do it. Look like if you can't afford it like where is your money going, like is there a better investment than yourself?

**Victor:** Never.

**Mark:** How else are you ever going to be able to afford anything if you can't afford to invest in yourself and make that investment?

**Victor:** Exactly.

**Mark:** It's like heartbreaking but...

**Victor:** If not now when? When are you going to have the money? If you don't have it now what's going to change in your life that if it's not Flight School that's going to give you the skill and the business acumen to actually earn that money so you can buy or invest in yourself in other ways. A lot of

people they always see it as a cost upfront, but they don't think about the long-term investment of what it's going to return later.

Okay sure if a program cost \$10,000 that's a little expensive okay great but what if that same program will guarantee that you get \$10,000 a month for the rest of your life. Would that \$10,000 a month be worth it? What would you have to do to get that extra money to pay for that? Instead of asking or saying oh I can't afford it the question is how can I afford it? What can I do to make this happen? Is this that important to me or am I so addicted to my struggles and my comfort zone that I don't really want to change? I just want it to sound like I want to change because it sounds noble.

**Mark:** Yeah. Scott Todd?

**Scott:** It's funny because I remember I went through a program once and I think that maybe this kind of builds on people's experiences too because our experiences build on these things. So I went through a program where I learned from a guy who was a developer - real estate developer on like what it takes to really develop a property. Like take the land and convert it into something else, something that's at a higher usage. If you're going to be a developer there's a lot of work to be a developer, like you talk about like a land is like simple and easy you want to developer oh boy you've got a lot of work to do. Okay there's a lot to do there.

So I went through this program it was a very good program, very good and then part of this program is like you have to go find a property, you have to find the development, you to find the use case for it and I did all that stuff. When you get to the end of the program he's like, well our time is over but yet you still have to grow because it's more than six months to take something a project through." Then you get to the end of it and you're like, "Yeah, well I don't know. I don't know if I can go do that or I don't know if I really want to go do that." You get to the end and a lot times even though you invested a lot of money into the program you still have to take action. If it's a change that you really want to make you have to like swallow your fear and do the very next step. I think that's where a lot of times people fall down it's on that very next step. They do what they're supposed to but then they've got to do one more step to keep going and they're like I'm afraid and that being afraid is what stops many people from achieving whatever they want that; just I'm afraid. I think that you can just admit that one thing I'm afraid and then now you can step forward.

**Victor:** Agreed, agreed. That's why people like me exist because I will be that person to help nudge you in that right direction or sometime take you hand-in-hand and be like look we're going to take this step together. Now I

can do that for so far, I can't take on your own journey but that is what like The Land Geek community is all about helping each other get past that fear and taking that step.

Someone gets fired up at Bootcamp in San Antonio or Florida or Arizona and you know they're fired up for the first two days and then when they come back home and they get back to reality that fear comes back. That's when they need to start to tap into people like myself, like Mark, like Scott like the whole Land Geek community on Facebook to get them past that. And again a lot of people don't want to admit that they're afraid, you know, for various reasons but I mean we're human I get it. Anything new is difficult, anything new is hard and it's out of our comfort zone so it's going to take a bit but you know people learn to lean on those who have done it, those who are there to support and those who care about your success.

**Mark:** You know it's true. I even hire coaches just to get things done because I know left to my own devices I'll get distracted. It's not like I don't have the knowledge how to do it is that if I don't have a coach you know setting that aside with me to make sure and have the accountability that I will execute and I don't have any skin in the game I just won't do it. Like I've got a big life: I've got three kids, I've got a couple of companies look I just won't, I just know myself. So it's like all right like let's set aside this time with this coach to get it done and get it done right and have that extra set of eyes. I mean there are just so many, so many advantages to having that coach there not just to motivate you, but keep you and hold you accountable, maybe make in a little adjustments here and there that can make all the difference. So Victor here's a question for you.

**Victor:** Go for it.

**Mark:** What makes a great coach? I know you had a lot of coaches.

**Victor:** I did, I did.

**Mark:** Who was your favorite coach and why? So what makes a person a great coach to you?

**Victor:** Okay. So I've had two with you, right? Chris Prichard and Tate - good old Tate. Tate might have been my favorite coach and I have had others after him that was land investing and actually there's probably no coach I didn't like to be honest of all the experience they've given me and knowledge and basically they really moved shortcut that learning curve.

So first your first question, what makes a good coach? In the book I have like 13 criteria of what I personally find useful. One is obviously they have to have done the thing that you're trying to do. They don't have to be world-class at it but they just got to be better than you are and they can show what to do. Two they've got to hold you accountable; so they help you figure out what's the next step and they make sure that you do it. Three they are approachable and pretty much it doesn't have to be 24/7 seven but if you have that confidence that we need them they will be there for you it goes a long way. You know it's like having a tight rope artist having that net underneath they may not need the net, but knowing that it is underneath them makes them feel a lot better and a lot more confident going forward. Sometimes this... I had this as a bonus but if they have their own I guess digital course that can help some time because you can get to understand thing without having to... you know on your own time and at your own speed that again a bonus is not necessary but I think is pretty cool. What else, what else, what else, what else? Because there are 13 points of them.

Those are my biggest one right there though the accountability, making sure they're there and that they've done what you're looking to do and my coach is Tate because he done all those things. He understood where I was, he met me where I was so he didn't try to coach me as if I was somebody else. He understood who I was as a person, he understood what my needs were, what my goals were and we made a plan together. It wasn't just him lecturing me we were working as a team even though I definitely trusted in his expertise and I trusted in his knowledge to help me get to where I want to go because Tate lives a good life. He rides his little bicycle in the heat of the desert, you know he makes good money, he's very laid back. I know everybody that listens to this podcast know who Tate is. If you don't know Tate you better ask somebody he's hot on the streets but that's it; he's a good coach because of those reasons. Because he helped me be the best me I could be. He didn't help me become Tate or anybody else.

**Mark:** All right I love it. Well, Victor your mentorship has been great this podcast but now we're going to put you on the spot one more time, extract one last bit of wisdom your tip of the week. A website, a resource, a book something actionable where the Art of Passive Income listeners can go improve their businesses, improve their lives what have you got?

**Victor:** Well obviously I'm going to pitch my own book it's called [\*Get Off The Bench, The Secret Success Playbook To Maximizing Your Internet Business From The Coach You've Always Needed\*](#). You can get it right now on Amazon are paperback version is \$14.99 but I currently have the Kindle version for \$0.99. I'm just asking that people check it out, look at it, enjoy it. I put my

heart, soul into this book and hopefully that comes through in the text and let's see another resource.

I'm going to be kind off the beaten path a little bit but it's a little on the nose as well Google. Again all the information you need it out there. It is there, it is searchable, you can find it and coming from me to you podcast listener I believe that you can do this, whatever that you're trying to do I believe you can do it. You already have the ability, you may not have all the knowledge but you have enough to take that first step. So any technical knowledge that you may need Google will show you the way but if you need more than that check on my book it will definitely help you, inspire you.

**Mark:** Awesome, awesome. Scott Todd what's your tip of the week?

**Scott:** Mark I'd like to just reiterate something I said okay like I don't know if people picked up on this or not I'm kind following on Mike Zaino where I can just quote myself here so I'm just going to go ahead and quote myself again. But look I want you to think about, I want you to take some time and this is not going to take a lot of time but I want you to write down on a piece of paper, like literally write down on a piece of paper in your business who are you serving and why? Like write that down. Who are you serving and why and you're not serving your family you're serving people that need land or you're serving people that need what you're selling. Whatever you're selling people need it okay and if you truly believe that they need it then you have a responsibility and a fiduciary responsibility, fiduciary duty to serve that market and to show up every single day to solve their problem. Remember, they may not know who you are when they wake up today but it's your job, your automation to serve that person or that type of person and when you take that in you won't apologize, you won't apologize for your marketing, you won't apologize for your sales you will show up and you will make the world a better place from your heart and not just from the concerned about your pocketbook. The pocketbook will follow the heart okay. So go do that write down on a piece of paper who you're serving and why and then show up every single day you owe it to them.

**Mark:** Yeah, I really like that. I only amendment I might make on that Scott is that is do they need it or want it? Because what we need like we don't really need a whole lot to survive but 99.9% of the things that we have in our life is want we want and people want an asset that lasts forever, people want to feel like they have a place to maybe bug out to, people want the idea of something that's ideal for their family to go out and have that clean fresh air unplugged, people will like the idea of having 40 acres that just makes them feel good and go to their banker and say look my net worth just went up because I own this 40 acres. So yeah, does anybody need raw land?

Probably not but if you look at your life again 99.9% of what we have in our lives we don't need. I can live on beans and rice but you know.

**Scott:** I always say...

**Mark:** There's no way I'm going to live on beans and rice.

**Scott:** I always say that people buy things that they feel that they need to solve some problem real or perceived.

**Mark:** Right.

**Scott:** So whether they need it or they want it you don't buy something unless you actually feel like it's going to solve some problem for you. Go solve some problem.

**Mark:** Exactly, exactly. So my tip of the week is get yourself a dang coach. Go to [VictorDReynolds.com](http://VictorDReynolds.com) get off the bench, get motivated, get accountable and learn more there and I'll have a link to the website VictorDReynolds.com and look he's been well-trained. He's been through the Land Geek coaching program so...

**Victor:** Trained by the best.

**Mark:** There you go, there you go. Anyways Victor are we good?

**Victor:** I think we're good. I appreciate your time and everybody. I just want to let you guys know Mark is the Godfather land without him I wouldn't be the person I am today. I truly appreciate him, who he's been, who he's been to me, what he's done for me and my family I really can't express like who he's been in my life. So if you guys are like under his tutorage right now cherish every moment of it. Everywhere word he says is worth his weight in gold. You know words don't really weigh much physically but you get what I'm saying but I'm just... Yeah, you guys are learning from the best right now so as you guys are listening to this soak up his words, write them down, take a picture you know save it on your computer whatever because this man he gives his heart every single time and if you listen to his words and you take it in it will definitely enrich your life financially and in other ways as well.

**Mark:** Man thank you so much. I really appreciate those sentiments, I really do. That's why I wake up every day is to try to make that impact and I really appreciate it. I also want to just remind the listeners that the only way, the only way we're going to get the quality of guests like Victor D. Reynolds of

VictorDReynolds.com are you do the three things: 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 guys you know what is coming up. Are we doing this?

**Scott:** We are.

**Victor:** Yes.

**Mark:** One, two, three.

**All:** Let freedom ring.

**Mark:** Victor is like oh man it's way easier in person at Bootcamp isn't it?

**Victor:** Yeah, yeah. This a little different. It was very forced but we were all at the same time just very slow.

**Mark:** It's very slow. It's very tough. By the way Victor I think you owe me some money because I believe that we may have bet the Golden State. You said they were going to have a gentleman sweep every round they went six with the Clippers, they went six with the Rockets there's no gentleman sweep. And now that Durant is out are they going to go seven with the Blazers? I still think that they will win that series.

**Victor:** No, I don't think they will go seven. I do expect them to go five but it's probably going to be six at every other game but damn I was hoping you forgot about that.

**Mark:** That's all right. I don't even know what we bet but I remember you saying that.

**Victor:** I'm going to fly out to Scottsdale and buy you lunch. How's that?

**Mark:** All right fair enough. If Milwaukee's sees them to the finals are you scared?

**Victor:** No.

**Mark:** Toronto?

**Victor:** Oh even worse no, oh hell no.

**Mark:** Okay. All right for all of you NBA fans out there you know what we're talking about. If you're not an NBA fan then you probably don't and that's okay all right.

**Scott:** You guys need to do less basketball and more working. Now get to work, go serve your people.

**Victor:** Yeah.

**Mark:** You're right.

**Victor:** Everybody needs you guys. They need you guys so go be there for them.

**Mark:** Absolutely, absolutely. All right Kaizen, let freedom ring. Thanks everybody.

**Victor:** All right everybody.

*[End of Transcript]*