



# 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), Aaron Williams - [BearLandProperty.com](https://BearLandProperty.com), Mimi Schmidt - [PartNParcelProperties.com](https://PartNParcelProperties.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 nichey real estate website [TheLandGeek.com](https://TheLandGeek.com) and on this week's Roundtable we've got the usual suspects. We've got the 'Zen master' Mike Zaino. Mike, how are you?

**Mike:** I'm doing very well. So happy to see you all again after seeing you all a few days ago. That was awesome.

**Mark:** Vegas Bootcamp was amazing. It was so amazing and guess who else was at the Bootcamp? The 'Technician' Erik Peterson. Erik, how are you?

**Erik:** I'm doing 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 feeling?

**Mimi:** I'm doing great. I had so much fun at Bootcamp.

**Mark:** Well, it's good to see you. We growled every night in honor of 'Bear Land' Aaron Williams. "Bear Land' Aaron, how are you?"

**Aaron:** Hello, hello I'm doing well. Thanks for growls.

**Mark:** You were missed, you were missed. But the Big Poppa was there giving out the goods. Tate, how do you feel?

**Tate:** I'm good yeah. Fortunately I have recovered nice and quickly. It was a little scary with you know the grasshopper plague but it seems to be dying out. I think the heat's finally killing all of those bugs. So Vegas should be back to normal here shortly.

**Mark:** Great, great. And of course The Land Geek Sherpa, the 'brain', the 'Professor'; Scott Todd from [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com). If you're not automating your Craigslist and your Facebook postings [PostingDomination.com/TheLandGeek](http://PostingDomination.com/TheLandGeek). Start learning about anything you want at [InvestorNinjas.com](http://InvestorNinjas.com). Scott Todd, how are you?

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

**Mark:** Good, good. Do you feel good after Vegas?

**Scott:** I feel great.

**Mark:** Great.

**Scott:** All energized and everything, ready to go.

**Mark:** Awesome. It was great seeing everybody. If you didn't make Vegas no worries come to the next one in Phoenix. Just go to [TheLandGeek.com/Bootcamp](http://TheLandGeek.com/Bootcamp) and I believe we've got a date for Flight School Live. Today's podcast is sponsored by Flight School Live just learn more go to [TheLandGeek.com/Training](http://TheLandGeek.com/Training). Okay, let's talk about our favorite actor or actually there's a tie for our two favorite actors in the community there's Paul Flanagan II who's got a Netflix movie coming out uum... You know I should have been more prepared for the name of his movie.

**Scott:** 90 Feet From Home.

**Mark:** 90 Feet From Home on Netflix Paul Flanagan II will in that. He was at Bootcamp but also Jason Parker another actor in a variety of sci-fi

commercials by the way that we saw had a really good question that he messaged all of us.

He asked this question, okay in Flight School Scott talks a lot about sales, being persistent, following up with people, using the Fibonacci sequence, etc. I've employed that and try to be persistent in my sales calls, texts, emails, etc. I never want to bother or pester people, I never wanted to be that "annoying salesman". So if someone responds to an ad I'll follow-up with them. Usually if they don't respond back I wait a few days, then a week, then two, etc. I'm not hounding them, I'm just checking in.

My thought is you responded to my ad and asked about the property. So why would you get mad about me following up, especially because it's not every day I try to give space etc. But here lately I've had a few people block my number. A guy said I was "too pushy", another guy cussed me out. I don't know if this is just part of the job, normal, everybody experiences it. Do I need to just grow some thick skin? I know I'm not pushy and honestly, I believe I'm just being consistent and nowadays people think ghosting and ignoring should communicate the message. I told one guy that if he'd let me know he wasn't interested he'd never hear from me but how am I supposed to know that. Erik Peterson, how would you respond to that question?

**Erik:** There's a lot there but I think that you know the first thing that comes to mind for me is I want to know how Jason is following up with those people. Because it's really important that, you know, we talk about a very long and extended follow-up process but if you're following up and every time you're saying hey I wanted to, you know see if you got the information I sent about that property. Are you still interested in it? If you're basically saying those types of words in each email I think you could certainly upset a lot of people.

But instead if you're taking the direction of asking those open-ended questions we talk about all the time, you're trying to provide good information for those potential buyers whether that's education about your business or just buying land in general. So you know it really depends on the content of those emails but certainly even though, you know, I guess I think we all get those kind of responses from time to time but no matter what the content is of those emails but I think if you're getting a lot of it that would be my suspicion is that you're focusing too much on the property and making the sale as opposed to how can I help this customer and solve their problem.

**Mark:** Interesting, interesting. 'Bear Land' Aaron, what are your thoughts?

**Aaron:** Well I kind of I agree with Erik, you know, because if you're hammering the do you want to buy this property kind of thing then you're kind of sounding like the old adage of a used car salesman. Whereas you know, sales is quite different today. You know I'm not of an expert to be able to teach it or anything but I have learned a few things that today people are much more savvy and to be stronger in sales you need to solve their problems like Erik said, you know. So what you're trying to do is communicate with them and dig down to the root of what problem they're trying to solve with this piece of land that they contacted you with and then you know try to show them how your company and your land can solve that problem for them.

But I do think you're going to get some of those people maybe they didn't even remember. Maybe they were on Craigslist after a few too many drinks and don't even remember you know contacting you or it's hot. It's the middle of summer people sometimes get a little bit cranky. You catch them on a wrong day, they had a bad day at work kind of thing so that's the thick skin you got to get a little bit of that not so much that you're callous to customers but just understand that some people are going to be that way and then you just move on with life. You can't let it bug you because the next person you talk to might be so painful that you have this piece of land and it's exactly what they're looking for. So yeah.

**Mark:** All right great, great. The 'Terrorist Hunter' Mimi Schmidt what's your take?

**Mimi:** Well, I have a couple of things. So you said he's following with people two weeks later.

**Mark:** Well, he was saying I'm following up with them using Scott's process. So might it be a few days and then it will continue to expand in the Fibonacci.

**Mimi:** Fibonacci that's 1, 2, 3, 5, 8 and 13. So after 13 days that probably is a little much besides the deal of the week or drip campaign. Additionally, I'm curious what CRM you're using Jason because when you send your auto responder out and you're using the Fibonacci series to contact people in most of these CRMs it will show you who's opening and clicking and who is interested. So if two weeks later you're contacting someone that never, ever has opened any of your emails or responded to you, never clicked through then you know that might not be the best use of your time. Now if you...

**Mark:** Mimi, what if they're not taking your phone calls? It sounds like he's calling them.

**Mimi:** Yeah. Honestly, I won't call someone after two weeks if they didn't open or click through on any of this Fibonacci series or my auto responder. That's showing me that they're not interested in my CRM. Now someone who's got seven clicks and five opens every other time I email them yes I'm going to call them and two months later when I have something that I've marked that it's something they might be interested yes I'm going to call them.

So I noticed a lot of people are not using CRMs. There's really a lot of good information in there. I feel like a lot of folks are just following up on people who email them and missing out on really good interested people who are opening and clicking their emails in that Fibonacci series. So I would take a look at who is really interested before you go call them two weeks in and then additionally part of that getting a tougher skin. I came a very white-collar career field and there was kind of a way that you interacted with one another and so in this business you get people from all ends of the spectrum and some of them can be very kind and polite and some of them can just be really rude and when you do you just have to let it roll off your back and move on. Those are my suggestions.

**Mark:** Yeah, I was actually thinking of setting up a whole new website of just playing the recordings of people cursing me out on voicemail from their offers because some of them are so funny it could go viral. I can see Tate's the wheels are spinning he's like yeah we're doing it.

**Tate:** Oh, I've got a bank of them already. Like I have three minutes worth of angry voicemails ready to go Mark. So we just got to get somebody in there who has some good mixing and abilities, add a sweet beat to it and boom.

**Mark:** Like the first thing warning this is explicit language.

**Tate:** Yeah, hide your children. 'So you want to be a land investor' that's what we're going to call it Mark.

**Mark:** I think it should be AngryOffer.com.

**Tate:** Woo yeah, yeah. AngryOffer.com. [00:11:14] [indiscernible]

**Mimi:** [00:11:14] [indiscernible] the voice message for this guy said, "The deed is done, there's blood everywhere. Leave a message." We meet all kinds of people.

**Mark:** Wow. Even Mike's eyebrows raised on that. 'Zen master' Mike Zaino what would you say to Jason?

**Mike:** Well yeah that was kind of scary Mimi. I don't know what the heck that was I've got to say. But I would say you know Mark you always say mailing and marketing you guys just touched upon something really important like if you get offer letters back because people aren't always going to be happy. Same thing when you're doing lots of marketing on the sales side there's going to be people that...

I mean we're dealing with everyone so first of all I agree with the thick skin quote; not to say he doesn't have thick skin. Jason I'm just saying that don't take it personally. It sounds like Mimi he is getting a little personally like hey am I not doing this right? That being said what's the language he's using? I don't know. Maybe there is something you should analyze what you're saying that maybe could be taken the wrong way. I mean we all can think back maybe not all of us but I know I can in high school when you're trying to date somebody you know very they don't want to date but you keep going and trying and trying but there is a really, really real feeling that it's not going to work out and you just know but you still keep chasing it.

**Mark:** Mike, that's how I got married; persistence beats resistance baby.

**Mike:** Mark, I don't know what to say about that. But you know what I mean. I think that it's not everybody. What did you say Mark? Some will, some won't. What's that you always say?

**Mark:** Yeah, some will, some won't so what? Someone's waiting that's and that's from the 'Sales Whisperer' by Wes Schaeffer.

**Mike:** Yeah, and I think that is spot on. You know you got to keep going. I always say that marketing is like a parade and if you do a couple of ads your parade goes five feet but there's a mile-long parade but someone in that parade wants to buy your property right. But if you get all like upset or something at the beginning and you stop your marketing then they're never going to see it and you're never going to sell it, so yeah.

**Mark:** Fantastic. 'Big Poppa' Tate Litchfield, what's your advice to Jason Parker?

**Tate:** You know don't worry about it. If you're not being pushy and you don't feel like you're being pushy then you're probably not. There's always going to be someone out there who thinks you're a used car salesman and you're getting them to buy something that maybe they don't want. But the

reality is it sounds like he's just really excited and passionate about the properties he's bringing to market and he really, really, really knows this is a once-in-a-lifetime opportunity for a majority of the people who reach out to him and listen I can't blame the guy for wanting to get in touch with these people. He's excited, he knows this is a great deal it won't be around for long and if they want it they've got to act fast.

Now we're all big boys and girls here and everybody who's listening to this is as well don't be afraid to take a hint. If somebody is screening you and blocking your calls, you know, give it up. I mean, don't waste your time trying to convince somebody to buy this property were not a convincing business right that's not what we do here. Our prices speak for themselves. If somebody is interested in what we have they're going to take action but I'm not going to sit there and force you or convince you that this is a great opportunity. You know it is based on the price and what you want that's what I'd say to him.

**Mark:** I love it, I love it. Scott Todd?

**Scott:** All right, so look there are a lot of unknowns as we've all talked about. We don't know what each caller is saying or each message is saying. If it's saying hey are you still interested in this land or hey what do you think about buying this property or hey like that's not going to solve any problems right. Like your job should be to solve problems that's it. Like you should be figuring out why they're even looking for the land in the first place.

So if you did your job correctly on the frontend which I'm going to assume that you did because I trained you. So if you did your job correctly you would be asking questions hey why are you looking for land today and then what you would do is you would go back and you would craft in to each follow-up something that has to do with that problem that they're trying to solve.

You see I think that a mistake a lot of people make is that they get focused on the property. The property is the lead generator okay. Just because someone responds to you on this 40 acre property does not mean that they're a good fit or even have an interest in 40 acres. They may have just been curious how it works and so your job is not just to follow-up obsessively with everybody, your job is to understand why they are looking for land, what they're looking for and if this 40 is not a good fit for them find them and lead them and steer them into a direction that will get them their problem solved. So your job is really to answer questions. If you're going back to them on each follow up all call saying the property is still available,

hey would you like to buy this property, hey can I get that down payment today; well you're annoying I don't know what more to say.

But if you're now crafting those forget the property now, if you're crafting follow-ups that basically say Jason you told me that you were looking for property that you could build you know a ranch on and the last one may not have been good but here's a different one for you or here's a different area or maybe ask more questions. Have you thought about a different area? Like if you're just following up to follow up on the same property you're annoying and that's why you're getting ghosted and everything else. So think differently, craft something different, try a different angle and if they're still mean to you get over it.

**Mark:** Yeah absolutely. I think that if I could craft like the perfect response to him I would literally sprinkle in everything everyone on the Roundtable said into one definitive statement because what everybody said is true and accurate and relatable. We don't want to be annoying, we don't want to be in the convincing business, we want to solve a problem, we don't want to focus too much on the land, we don't want to you know keep chasing somebody that hasn't even opened our emails and we just know they're just going to ghost it but we also don't want to be timid. We want to collect those noes, we want to show up, we want to be persistent, we don't want to just assume that they don't want the property we want assume we do want the property because that's why they contacted us. So it's very subtle all these things and we all are making different assumptions about that so it depends on you really have to take all those answers into account to really be self-reflective and know and then make that adjustment.

So that was a great question Jason Parker so thank you for providing us with our Roundtable discussion. Now I know Jason he's not a pushy guy, he's not a super slick guy. I mean he's an actor you know he can deliver a line. So I would say that just from what I know about him he's not being annoying, he's not being pushy, he's probably just a little taken aback by two bad responses and just needs a little bit more firming up that that's going to happen, you know keep being persistent. So now we're at that point in the podcast where we get to pick on Mimi Schmidt and ask her for her 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?

**Mimi:** Hi there. I have a link to an article it's called, [How To Bring The Magic Of Automation To Your Trello Boards](#). I noticed a lot of folks when we talk about a lot of systems and a lot of apps people seem to get there CRMs and their data repositories mixed up with actual process flow. Trello is a great



tool for that but you know people can actually they have this card creation, I don't know what you call it but you can set it up.

So for instance let's say you get an accepted offer from Ring Central in your email inbox, you can set that up to automatically create a card in Trello for you. So there are a lot of really cool tools on there to help you automate your process for them and I find a lot of folks aren't really doing that over this past weekend. I find that they get caught up with a lot of the day to day stuff of what they're doing and we talk a lot about how to hire our VAs but it's just one way to automate the incoming information on accepted offers whether it's a phone call or a fax with an accepted offer. Just to create an automatic card and you free to start on your come on board intake or due diligence and closing the landings.

**Mark:** Wow very, very cool. They have this thing called Power Up. Do you use Power Up.?

**Mimi:** So Trello is free but if you want Power Up it's \$24 a year. So it's a great tool but if you invite people to your board you get 10 bucks off. So honestly at this point I don't think I have to pay for an upgrade to Trello boards to like 2025. So it's great tool from that perspective and so at this point I'm not really touching much of my intake because if something comes up through Ring Central a card gets created in Trello for my intake manager to get started on. Right in there you can say which column you want it to go to. So it goes right into their inbox so when she comes in the morning she just gets started comes on what's coming to the inbox and I don't have to get involved.

**Mark:** Oh this is so geeky and so cool wow.

**Mimi:** They do have other Power Ups for instance like there's the Card Repeater. So every other week I have an ad copywriter update some of my ads. So yes I can tell her I need you to do it every two weeks but actually seeing that she is. That way you don't have to go anywhere else but one place I can see she's actually done it because she's dragging the card from started to complete. I can even ask her hey make sure you paste the headline that you used for that deal of the week so I can actually see that she's done it and anytime people move around stuff or stuff comes into the board I get automatically generate an email. So helps me catch up in the morning with what they've accomplished.

**Mark:** Wow. Erik Peterson is this making your heart beat a little faster?

**Erik:** Hey it's automation, it's all good to me.

**Mark:** Wow. What about you Scott Todd are you salivating?

**Scott:** No, I used to love Trello now it's just a website.

**Mark:** Okay. Are you going to leave it at that? You're not going to explain that? What happened with you and Trello?

**Scott:** LGPass baby.

**Mark:** Oh that's right. That's right that's a fully automated solution.

**Mimi:** But that's more for like document creation, right?

**Scott:** Well, it's document management right, it goes to all land and then I like PipeDrive. I think PipeDrive is a good fit for my business with the scalability but I used to use Trello all the time. Like it was my go-to platform so I don't hate Trello. I like it.

**Mark:** I love it. I love it.

**Scott:** You looking for a controversy though because if so let's re-edit this thing. Cut it out and we just all attack Mimi. But how can you attack Mimi? Like notice that if Erik would have given this tip, oh the angry claws would have been out on Erik but Mimi you're like Mimi gets passes men.

**Mimi:** I get passes, I do.

**Mark:** I know.

**Scott:** See. I noticed that Mimi and Zaino they get the passes for tips of the week and so yeah Zaino with his quotes.

**Mark:** Mike do you have a quote for us? It's been a long time since we've heard a good quote.

**Mike:** [silence]

**Mark:** Wait you're on mute. There you go.

**Mike:** First of all I don't know if I can think clearly right now. I've just really been hurt.

**Scott:** I wasn't mean. I just said that you...

**Mark:** Are you in a glass cage of emotion right now?

**Mike:** Yeah, I don't even know which way is up right now.

**Scott:** Really I wasn't being mean to you. I was simply stating that...

**Tate:** But you weren't being nice either let's be real.

**Scott:** Oh come on man. [00:24:47] [indiscernible].

**Mike:** I will say this Scott Todd I do have a quote, "With great power comes great responsibility." You can hurt people [00:24:55] [indiscernible].

**Mimi:** Spiderman.

**Mike:** That great power.

**Scott:** Listen it's not like I said that anything about like you know the quotes, it's not like I bashed Vegas for having like a grasshopper, you know being anything with grasshoppers.

**Erik:** Hey, I mean that's kind of cool right. I mean it's not necessarily like a bad thing it's kind of cool it only happens...

**Scott:** I liked what Mimi said that is the coolest thing, the light of The Luxor, going up into the sky and the grasshoppers. Mimi, you've got to put that on Facebook next Tuesday when this comes out.

**Mimi:** Yeah, that's right.

**Mark:** Like to come to Scott's defense if I had to work on a Microsoft Surface I'd feel a little edgy.

**Tate:** You saw what happened when we did our activity on Sunday, Mark. We basically had to pull out every joke we knew for the system malfunction, the software broke and it was off a Microsoft platform.

**Scott:** Listen, Tate...

**Tate:** Apparently, you can't really...

**Scott:** Tate you are not permitted to touch my machine. Tate did some voodoo like [00:26:00] [indiscernible].

**Tate:** That doesn't mean touchscreen.

**Scott:** Dude, your Mac is breaking up man I got every other word there. I don't know what you said.

**Tate:** Let me repeat myself. Apparently touchscreen doesn't mean touch screen.

**Scott:** Here, let me tell you something. Here's a funny story you see this MacBook Pro here.

**Tate:** Oh, that's the new one. You bought that?

**Scott:** No, listen my daughter comes to me yesterday and she's like dad my keyboard is not working correctly, the shift key doesn't work and neither does the T key. So I've tried everything that is possible and his brother can't get it to work.

**Mark:** This is a known issue by the way.

[00:26:39] [indiscernible].

**Scott:** That's it. You guys got it, you said it that's it. I now have to get in my car on Thursday, drive down to Apple, they're going to take this machine from me, they're going to have it a week. Meantime my daughter is without her machine.

**Erik:** You can give her one of your extra ones.

**Scott:** Listen, why should I have to do that? Listen my Surface keyboard has never broken as a known issue, it doesn't happen and if it did guess what, I'd take the keyboard off, I'd chunk it in the garbage, I'd go buy another case and I'm back to work again, boom.

**Mark:** We're feeling the Surface anger right now.

**Tate:** Yeah, lot of tension right now.

[00:27:17] [indiscernible]

**Mark:** After I've had my fourth cup of coffee in the morning this is really how I just react in the world.

**Scott:** There's no anger it's all love man, it's all love. I'm not a...

**Mark:** I don't get it though.

**Erik:** Bring it in Scott. Bring it in, bring it in buddy. You need a hug buddy come on.

**Scott:** I'm good man. I got all the love I need.

**Erik:** Come here, come here let me give you a hug.

**Scott:** Let me tell you what I have, I've got a nice clean face at a fraction of the cost.

**Erik:** Bring it in, bring it in.

**Scott:** Insider joke. No, one knows what we're talking about.

**Mark:** Zaino, what have you got?

**Scott:** This has all spiraled out of control now.

**Mike:** That's why I raised my hand in the comments because I didn't want to just burst in. I just want to say from my observation what happened Tate waited all weekend for the right moment to hit some funny buttons on Scott's computer and I'm going to call that a sha-nay-nay nay.

**Scott:** Oh, another insider joke. Another inside joke.

**Erik:** Hakkasan nay, nay, nay.

Scott: No one knows what we're talking about at this point.

[00:28:26] [indiscernible]

**Mark:** Scott Bossman does.

**Scott:** Wait, did we end the last podcast or are we still rolling and this is we just kind of forgot let freedom ring and were just bringing it.

**Mark:** We forgot. Let's just do it. All right, ready? I want to thank the listeners for putting up with our shenanigans and being hopefully they're not going to leave a comment that says Hakkasan nay, nay. But if you want to leave a comment, you want to get a free \$97 Passive Income Launch Kit just

email support@TheLandGeek.com with the subject line Hakkasan nay, nay any way you want to spell it we're going to send you for free The Passive Income Launch Kit. But please also subscribe, rate and review the podcast. You can tell we're having a lot of fun here, hopefully you're enjoying listening to it. Send it to your friends on the social webs, the inter-webs it really helps us and with that you guys ready? One,

**Scott:** One, two, three.

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

**All:** Let freedom ring.

**Mark:** Scott is so annoyed right now. He can't even do the let freedom ring.

**Scott:** Wait a minute, wait a minute. I want to know something like literally I just looked at our reviews okay on Apple. Have you guys ever looked at these reviews? We have a 4.9 rating on 439 people rating that's pretty solid right there right.

**Erik:** That's all the ratings we have is only 430?

**Scott:** Thirty nine, 439.

**Erik:** Come on.

**Scott:** But we have three star rating from somebody they're like cutout the fluff. What?

**Mimi:** You can always turn it off at the end.

**Mark:** The fluff is what makes us human.

**Tate:** Yeah.

**Mark:** We're not robots. We're not land investing robots.

**Erik:** We better stop recording. This is all fluff.

**Scott:** Only a third of it is actual good educational content. I thought like the last 30 minutes was good. So just on this one.

**Mike:** It's like reading a book. A book is all story with a couple of great things you're going to learn but the story is what conveys it, the lead up, the follow up. I don't call it fluff.

**Mark:** And you know what but that is a really good business lesson is that you don't take one person's opinion and adjust what you're doing. It's one person's opinion and they're entitled to it and I'm really actually very grateful for that three-star review but it doesn't mean that I'm going to start taking away the bonus content at the end because I'm having a good time with it.

Now if there was a massive trend and we got an overwhelming response that says hey we really can't stand listening to you guys at the end of the podcast because for whatever reason which I don't know why anyone would say that because at the end, it's always at the end and you can just go and you know listen to another podcast. If you don't then we can say okay maybe we should you know not reap on Bear Land so much. But in the mean time we get great joy by making fun of 'Bear Land' Aaron's horrible interconnectivity, Erik Peterson with the guitar, Scott Todd and his horrible Microsoft Surface.

**Scott:** Tate on a Mac.

**Tate:** Nobody finds that funny Scott that's just you.

**Scott:** I love it, so does Erik. Looks he's smiling and also Mike Zaino too. Hey Mike Zaino and I are in the Ya-Ya Surface Brother Club.

**Tate:** I heard you had to teach Mike Zaino what a web browser was.

**Scott:** No, no, no.

**Mark:** By the way I think we should reveal the Hakkasan nay, nay joke. So we're at dinner...

**Scott:** I think, wait that might be a sensitive topic.

**Tate:** Yeah, yeah, yeah.

**Mark:** Is it?

**Tate:** Could be.

**Mike:** Let me ask Laura, nope it's not sensitive.

**Scott:** Laura says it's okay. We'll let it go.

**Mark:** And Scott wife - Helen and Mike's wife - Laura are very close. So we're having dinner and Aaron wants Laura to go to this club in Vegas called Hakkasan right and it's going to be like this huge VIP treatment. I don't know and Mike looks at Aaron and says, "Hakkasan nay, nay." We all started bursting out laughing like there's no way she's going to this club with you.

**Scott:** No way.

**Mark:** There was just no way.

**Scott:** Yeah.

**Mark:** And now instead of saying no to my children I just say Hakkasan nay, nay and it works like a charm.

**Mimi:** That's funny.

**Mark:** But I don't think there are any regrets. Does Laura regret not going?

**Mike:** No, not at all. She would much rather have a sip of whisky with me and go and enjoy a nice TV show in the room.

**Mark:** Yeah absolutely. I will say that Tate really came through for us though on the Caesars buffet bacchanal. So if you guy are going to Vegas and you need any food advice email Tate and he'll give you his... I mean he's a foodie. I mean let's just face it was a top buffet. It was a top buffet.

**Mimi:** It was a lot of fun.

**Tate:** A few places left that we still need to go try but yeah it was a drop the mike moment.

**Mark:** Yeah I'm looking forward to that Thai place, the Antony Bourdain Thai Place, Thai Lotus.

Tate: Lotus of Siam.

**Mark:** Is it Lotus of Siam?

**Tate:** Yep, next time.



**Mimi:** Yeah, next time.

**Mark:** So we have Lotus of Siam. Now what about Mr. Chow at Caesars for Chinese?

**Tate:** Yeah, that looks good. I've never been there. There's a noodle house that I want to go to instead but...

**Mimi:** It looks great, it did. Making the flesh noodles.

**Tate:** Yeah, hand pulled noodles oh.

**Mark:** Woo. Any other restaurant recommendations? We've got Lotus house, we've got bacchanal for buffet...

**Tate:** I mean it's Vegas there are so many options out there it's ridiculous. It depends what you're in the mood for but they got it all.

**Mark:** All right. Well, Bootcamp was so fun and you know we did see on the surveys though, East Coast Bootcamp.

**Erik:** Don't make any promises Mark you're being recorded right now.

**Mark:** I'm not making any promises. I'm just saying.

**Erik:** You're being recorded.

**Mark:** I'm just saying.

**Mimi:** So, what do we got to do? Do we need to submit some kind of formal or you know?

**Mike:** This is where we insert, On The Road Again by Willie Nelson.

**Mimi:** Mike, and I and Erik we all need to just submit some kind of proposal for which city? How are we doing it?

**Mark:** I mean does Erik get to vote? Because he will be kind of just Team Scott with anything Scott wants.

**Mimi:** Memphis would be great. What's the time zone in Memphis?

**Scott:** No, not Memphis.

[00:35:17] [indiscernible]

**Erik:** What about Nashville?

**Mike:** Florida.

**Scott:** No, Atlanta, Atlanta. We can all get to Atlanta.

**Mimi:** We can all get to Toronto.

**Mark:** You know what I say for that East Coast Bootcamp?

**Mike:** Here it comes.

**Mark:** Hakkasan nay, nay. Thanks everybody.

*[End of Transcript]*