



THE LANDGEEK

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

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

Transcript

Scott Todd: Hey everyone it's Scott Todd filling in for Mark - the Land Geek he's out this week and you know what it's kind of a good thing that he's out this week: one I mean like he's not going to be able to harass us on this call and two we kind of have a big group and if he was here well it would just be bigger. So let me introduce who's here first of all we have Mike Zaino. Zaino is with us. Mike, how are you doing today?

Mike: Hey, I'm doing very well Scott. Great to be here.

Scott Todd: Glad you're here. Scott Bossman is here. Scott, how are you doing tonight?

Scott Bossman: Great Scott, thank you.

Scott Todd: Notice how I said tonight. It's actually in the daytime but man I think that the Nite Cap guys should at night. So I don't know why I even just

said night it's obviously a mistake and another guy I haven't seen him in a while and it's good to see him 'Bear Land' Aaron is here. Bear Land, how are you doing?

Aaron: Hey, I'm doing well. It's good to see you too Scott.

Scott Todd: Awesome and also is Erik Peterson. How are you doing, Erik?

Erik: I'm good.

Scott Todd: And then we have like Mimi. How can we like not have a Roundtable about Mimi? Mimi, I'm glad you're here. How are you doing today?

Mimi: Thank you. I'm glad to be here too.

Scott Todd: Awesome.

Mimi: I'm great.

Scott Todd: And then without him I don't know if we'd have a Roundtable it's the 'big Poppa', someone's big Poppa Tate Litchfield. Tate, how are you doing?

Tate: I'm great man. Happy to be on here, looking forward to today's topic it's going to be a good one.

Scott Todd: Yeah, I think so too. You know like before the Roundtable we were talking about what is it, like what should we talk about, what's the topic of the night or the day. I keep on going to night. Basically what we decided to do was we decided to like let's address some of the sales mistakes either that we've made or we see other people make. So let's just jump right into it okay. So let's just go over to Bear Land. Bear Land, what are the sales mistakes either you've made or you see other people making and like how do people prevent it?

Aaron: Well, I hope I'm not stealing Erik's thunder with this take because it's what he mentioned before. Do you want me to save that for you, Erik?

Erik: No, go ahead Aaron. I will come up with a new one.

Aaron: Okay good because it really, really rained true as soon as he said it with me personally and I've done this a couple of times and I kicked myself

every time I repeat the mistakes and that is not putting a timeline on getting my doc signed when I sell somebody a property.

In fact the last time it happened was just recently and it was a customer who has bought several parcels from me, so he's probably my best customer and he's kind of one of those really busy executive kind of guys that really hard to nail down. But he likes my property and he bought something off of me that I shared like on a first look kind of email he replied back in about five minutes and said he wanted it. So I did up all of the paperwork and I sent it over to him and like three days later I'm still waiting for the signed note docs to be signed and stuff like that. So I'm leaving him messages and this and that and you know finally, I had to call him and say man if you don't want this property I've got other people that want to buy it but you know let me know and finally he went ahead and got that done and then we set him up on GeekPay and he... what was the deal?

There was... oh I actually was still waiting on his ACH confirmation form because I do one for each deal because I think that is what we're supposed to do with our processor but it took forever to get that. Finally, you know it's just like two weeks later he finally goes on GeekPay and manually adds the stuff himself which I guess I was okay with. But you know this drag on for quite a while you know and where by the time it was all done we were like within a week of his first payment coming up and you know it was really a difficult situation. We got it all done and everything but you know that's definitely something I'm going to avoid in the future. I'm definitely going to put some sort of time limit on there and make it very obvious that there's a time limited otherwise the property is just your right to purchase it is surrendered after this period regardless of who you are.

Scott Todd: All right. So obviously that's a mistake that sometimes people make but let's walk for a little bit, like what or kind of uncompress that a little bit. What's the big deal if they don't sign the paperwork? Like what's the big deal if you know it goes 30 days and they haven't signed it and you know like what's the big concern that you're trying to prevent there?

Aaron: Well I guess there's a couple. If it's property like this where I have, you know, have multiple people that would have wanted it you know I'm limiting my ability to possibly turn the money faster. You know I don't know maybe one of those would have been a cash sale and I could have gotten the cash and reinvested it quicker. So speed of money kind of thing but the other thing is you know I guess maybe just a personally preference of not wanting to have things hanging out there it's too easy to forget them, you know.

Scott Todd: Yeah.

Aaron: Too easy to forget stuff if you don't get it done in a timely manner.

Scott Todd: Got you, got you all right. That's a good one. So you know put a deadline on your documents. Let's go over to Mimi. Mimi, what mistakes, that's the mistake that you make or have seen?

Mimi: I have two. So I now a lead page for my deal of the week so that people are going out to my website and getting shiny object syndrome seeing all of the properties. But I had kind of a wave of inventory and trying to solve an inventory shortage and one of my ad copywriters was I always have them put my property on my website but then I don't publish them all. So maybe you can see three or four properties but my poster on Facebook can still send somebody a website link so that they see a professional property when they look at the property.

So sure enough I'm talking with a guy on the phone trying to close a sale on a property and he said, "Yeah, but I went out to your website and saw all these properties. So now I want to look around." I'm like argh oh man she published all of the properties she'd added and I didn't even put in there what I wanted her to do to make sure she unchecked it. So that making sure that you don't post too many pieces of property out on your website so that people go on oh you've got so many of these there's no scarcity here or they get shiny object syndrome well maybe I can afford a five acre instead of two and a half.

My second one is usually when someone asks to wholesale something from me, buy a property from me by wholesale I'll give them a link to the pictures but not to the other things that my marketing admin puts together they are a little different. I went ahead and sent him everything he's like oh my gosh all these marketing stuff is so great, can you show me how to do it? So you know trying to add value and I just sent out you know giving away my secrets but oh well. So those are my two most recent as of yesterday and today marketing mistakes.

Scott Todd: I will tell you, you know, like that's one of the things that I always try to be cautious of is we get so excited when we buy a property. I mean like I know in the beginning when I bought a property I couldn't wait to get on the website and like do an email blast. Then all over sudden what happens is you end with like you said you end up with 10 of the same properties out there and then where is the urgency, where's the lack of supply if you will.

There's a lot of things that go missing when you just put everything out there and one of the things that I always thought was cool about builders if you ever go into a community, a new community that's built or being built and you drive through there it's like nothing but like all raw land. Like the streets are all in but all raw land and you go in there and you're like I want to buy this property and they're like that is in phase four that will be a year and a half from now. Oh I don't want to wait a year and a half from now but I want this one well sorry it's not available today. So...

Mimi: Some of them will say that's a \$10,000 upcharge for that lot.

Scott Todd: Yeah, yeah. So they create a lot of demand that way by hoarding the supply I think you're right you've got to create that. You can't overwhelm your customers you've got to give them kind of a limited supply so that they want more and I always like to say like hey I might have something available if you don't see anything on here let me know what you're looking for. Let me see what I can find you and then magically you have one that might just fit the need; it's like the one in the back that magically fits you. That's a good one Mimi. All right Scott Bossman, what do you have?

Scott Bossman: Well, I'll give you two examples: one I've done myself way back in the beginning and I see a lot of beginners do now and I would highly recommend not drawing up any paperwork without a doc fee. I did this one time long ago and I snail mailed the documents to someone because I had no automation at the time and I was waiting around on this guy to buy this property. So that happened one time, I learned my mistake the hard way but I still talk to people on coaching calls who are on the verge of a deal and they're drawing up the paperwork and I say have you gotten a doc fee for this and many of them have not and it just ensures that the buyer is serious and it ensures that you will not waste your time. So whether it's 99 bucks, 129 or whatever gets a little something before you draw up your paperwork.

That's a common mistake I hear about and I'll tell you mistake I made recently I picked up a piece of land wholesale in an area that I know from another land investor. He was not a Land Geek but I picked it up because I liked the area. I sold the property on terms and it was basically site unseen. He didn't have any pictures for me but I looked at the aerial pictures, I knew the area well, it was a great property as far as I knew. I sold it to a repeat buyer on terms. He's bought a couple of lots from me.

Well he just went out there a couple of weeks ago and noted that there an abandoned camper on the property. So he was little bit upset and I have a

mess now to deal with. I've got to get that camper off the property. Well it's a truck camper so I don't think it's going to be a big deal but I guess a mistake I made there and this is something we commonly do I think as we buy land site unseen and we do sell it site unseen, people purchase this property from us site unseen. So now if it had been a cash deal it would be interesting to see who would be dealing with this issue but it's a terms deal. So I have a little bit of a mess on my hands, it's probably going to cost me a couple of hundred bucks.

Scott Todd: Wow man. Like you didn't tell them like yeah that's available, that's included with no charge, like it's all yours. It's a house you can live in it brother. What are you complaining about? It's shelter free.

Scott Bossman: Yeah. I think some vermin's have been in and it probably wasn't in the best condition. There's an old, rundown gas grill in there too.

Scott Todd: Oh man you know it's lot like the example I talked about last Bootcamp where we ended up having like two hundred tires on a property and it was a mess and it's out of all the deals I have ever bought it's like that's the only one that ever had a mess on when I bought the property. It's over a large scale of numbers, over a large volume these things typically don't happen but when they do they could be...

I still made money on that deal but at the same time it's like man that's kind of a wash on that property. I probably should have said to the guy listen I'll just give the property to you free of charge at this point and you can just clean off the mess. I mean probably would have been better for me just to breakeven like that than to go spend money to go do it, make it someone else's problem but it really is fixable. But those are good examples thank you.

Scott Bossman: Yeah, it's a fixable problem and it's very uncommon like you said. So very few headaches in this business.

Scott Todd: Right, right. Erik what do you have brother?

Erik: I've got nothing. No, I'm kidding.

Scott Todd: Bear Land stole my tip.

Erik: Probably you know selling to the wrong person. Being too anxious to make the sale and whether that means you know maybe cutting your doc fee, cutting your down payment, maybe cutting your monthly payments because you just want the sale more than you want to you know wait it out

for the right buyer and the reality is like we have certain metrics that we try to achieve when we're selling property. You know we want to be a to get our capital out 12 months or less, preferably well less than that but you know if you don't run your business by those kinds of rules you're going to find yourself short on capital sooner or later. So that is just one piece of selling to the wrong person. I mean that's one scenario.

It could be any number of different things you know someone doesn't have an email address and you're going to try to sell to them. You know that's a whole new headache you're going to mail out docs; you're going to wait for them to be mailed back. I mean some of these things you know as anxious as you might be for a sale may not be worth your time. So stick to the recipe as Scott would say and follow what we teach.

Scott Todd: Yeah. Rushing the sale you know like we get so much desire to like want to get the sale done that we kind of rush it and then it's like a mess. You start to bend and that really is one of the things I think that the banks have right, you know like they do right. They have criteria and if then if... I'm not saying we have to be as stringent as the criteria of a bank but at the same time man if we can go and like give them some flexibility in terms of the terms but there are some nonnegotiable like an email address for example or you know you can't finance the doc fee. Whatever it is you've got to have the lines in the sand and say like these are nonnegotiable, no way, we're not doing it; it never works out well for me.

I'll tell you Erik like one that always cringes at like I did. I did like I had a birth... like when I turn like 45 I will be like hey I'm 45, \$45 down payment. Oh man let me tell you something I sold a lot of land that day but I think they only lasted like a month or maybe two. I think I got two locked up the land for like \$49-\$45 for like two months while it went through the foreclosure of the default process. It was like okay it was a nice little quick hit on sales but it was a disaster long term. So don't rush that piece. You know come up with your criteria and do it and avoid all of these pains that Erik just talked about. All right Tate what do you have man?

Tate: It's funny Scott you actually jumped to one of my biggest pet peeves and that's what I was going to talk about is giving the land away for next to nothing like \$1 down, \$50 I hate that. I've never... I don't know. I've done it and it's nice, it makes you feel like oh I'm winning, I'm getting all these deals done but the reality is you're selling a piece of property for \$25 down, most of the time no doc fee and that person there's a high probability they won't sign the document. So that's one of my biggest pet peeves.

The other pet peeve that I have is when people spend too much time working with somebody that has zero interest in the property. So the person is not communicating, they're not responding to your questions and you're just sitting there calling, texting, emailing them and it's pretty obvious. I mean the writing is on the wall this person is not interested. They might contact you one time but if they haven't continued to communicate with you they're not interested.

So I talk to people all the time in coaching calls and they're like yeah I'm spending two hours a day following up with old leads. I'm like two hours! That's insane. I mean if somebody is not calling you back put them on the buyers' list and move on; work with people who were progressing. That's one of my biggest pet peeves. So I guess that's kind of on the sales side.

Scott Todd: You know it's funny because a lot of times what I will see from people is they'll be like oh well the guy said he doesn't have any money today but he'll have money in two weeks. So in two weeks I'll follow up with the guy. Well I hate to tell you this, but if he doesn't have any money today he's not going to have money in two weeks. Like he can't buy, he's not a buyer.

But how many times do you hear people that are like oh I'm calling a guy that has no money? Well the people that have no money first of all they can't buy from you and two do you really want somebody like that has no money today magically in two weeks they're going to have money and do you think that they're going to pay the bill every month without you having to like call them and ask them for the payment? No, it's not going to happen they have no money.

Tate: So think about that you said I'm calling the guy that had no money, it just makes no sense to me. But it goes back to what Erik said about us being almost desperate for those sales and when you get desperate that's when you make damn decisions and you end up working with people you have no business working with right.

Erik: And they're going to just suck your time away.

Mimi: That's it.

Scott Todd: Yeah.

Mimi: I've got a guy now it was like three months ago he's bank mailed me a check and it didn't arrive and it didn't arrive and he then like did it through the system and now it's like the third month that the check has miraculously

lost and I was like he's just lying to me; the bank bringing the check for three weeks. So now I'm at the point where I'm almost going to say no more checks, there.

Scott Todd: Well I think that the funny this is that you know Tate I think you've said this is don't beg people to do business with you. Like find this it's a lot... I mean I know I say this in Flight School, I say this all the time it's a lot like dating okay. Like if the girl you're calling is not responding you're stalking, don't be a stalker right, like don't be creepy about it. So essentially just find the people that are interested and spend your time there. It doesn't mean that you're not catching them at a bad time because things do happen.

I mean like Mike I know this guy that he was interested in land. He actually bought some land and then like right after he bought it he got into a very serious car accident, got hit like head-on. So you know is the guy going to respond? Well probably not. He probably has more pressing issues than buying the land. So it doesn't mean that he is not a potential buyer but you table it. Like he should get no additional time until he's back as a potential buyer which again may be zero months from now. So you've got to kind of like listen to the customers or give them the benefit of the doubt but at the same time don't go trying to chase those people that don't want to be on the phone with you because they're going to get annoyed with you.

Tate: We're not in the convincing business.

Scott Todd: There you go; you're not in the convincing business. There you go, you've got it Tate.

Aaron: [00:21:23] [indiscernible]

Scott Todd: Go ahead.

Aaron: The other side of that too is with that desperation you know whether it's dating or sales is that you're going to repel those customers that are customers you want that do have money for the down payment, and the doc fee and will be good customers because you know desperation comes through no matter how hard you try to try it or how hard you try to hide it and it's a hamper in every way on your sales business.

Scott Todd: Exactly, exactly. All right well that brings us to that time of the week and we really didn't...

Erik: Wait, wait, wait. You're not going to share anything?

Scott Todd: I've been sharing, I've like...

Erik: Contributing, like you've been adding on to what I've been saying.

Scott Todd: Oh what are you like Erik the Land Geek Junior and harassing? I mean does Mark...

Erik: Somebody has got to do it.

Scott Todd: I thought I had him out. All right, all right Tate all right. Thanks for calling me out man. Geez man there's been so many of this like okay.

So look this is one that happens especially like when you're dealing with high-volume sales and like my organization we deal with a high volume of sales we do our best to kind of look at these things, but essentially mistakes do happen from time to time. That is like you will sell a property and you'll miss something and what I mean by that is you know like maybe the taxes got missed, the finally payment taxes got missed. You know something like that and then your buyer gets a note from the County or maybe the deed is wrong and then the buyer gets a note from the County and they call you up and they are flipping out, you know like they are freaking out over this thing.

And like I had a guy yesterday that he called me up and he was like furious with me and I get it, I understand and basically what happened was he had been paying taxes along the way with his note, this is a terms buyer and what happened was the County sent him the tax bill and it was right there on the borderline. Like the taxes came in right about the same time he got the deed and felt like that we should pay it.

So what did he do? Instead of calling me first he called the County and he started arguing with the County. Okay like he's arguing with the County tax collector that he shouldn't be responsible for filling the taxes, that that somebody else is responsible. They were like listen dude pay the taxes, don't pay the taxes it's not on us right. But the guy was yelling. He actually made it all the way, believe it or not, he made it all the way to the County Treasurer the lady treasure, like the person that you get the tax bills from he made it to her, he's screaming at her. She told him do not call my office ever again until you calm down and she hung up on him.

So he calls me telling me what a jerk I was for stiffen him with the bill and I'm letting him rant and rave and then he tells me he got blacklisted from ever calling the tax collector again and that somebody is going to steal the

property from him and that the tax collector should have never have signed the deed to give him the deed. Notice the key words there; see how he's not necessarily thinking this whole thing through the tax collector signed the deed to give him the deed. So I listened to him, I let him run out of his energy and then I said Brian real name is Brian. So Brian if you're listening sorry but Brian, I'm like Brian it was a mistake I'll call right now and pay the taxes. "They won't let you do that. They said no." I said don't worry Brian I have resources, I can get this thing done don't worry.

So I hang up the phone, I called the County, I gave them the APA number, they take that APA number. They now know that this guy that had called them is now like having me call back. They're like, "Sir, hold on one minute okay." I'm like okay. They transfer me to the Tax Treasurer. Like I don't get to talk to another agent I'm talking to the boss and she starts telling me what a jerk this guy and I'm like I get it, I know, I'm sorry. I'm like can I just pay the taxes and she goes, "Well the state laws says that he has to pay the taxes because he's the owner." I'm like listen do you want him calling you again or do you just want me to deal with it and I'll pay it? She's like, "What's your credit card number?"

So you know like I guess my advice is that even when you have deal go bad like a customer screaming at you like that and it's a mistake and it's a debatable mistake like I think the taxes were like \$45. Okay the guy is flipping out over \$45 which I'm like no problem I understand that however just step-up, do the right thing, diffuse the situation, apologize for the idiot to the actual Treasurer you win points with her, and you win points with the guy.

I called the guy back and I'm like listen the taxes are paid, sorry for the confusion, and he ranted more about how he can never call the office again and I said don't worry you can call the office now you just have to remain calm and I don't care if he ever gets blacklisted again from the]county because I'm done with it now. So you know I think there's a lesson there for me and my organization is that: one we've got to make sure that we have a checklist that we check these things off and before we transfer the title you've got to improve or learn from the mistakes. We can't keep making the same mistake over and over again and then second really when someone is upset the best thing that you can do for them is just remain calm, cool and collective and be that voice of reason for them and you'll lead them out of the path of doom and you'll win hearts and minds along the way. Is that good enough Tate?

Tate: Yeah, I'll accept it that was very good.

Scott Todd: All right, all right thank God I was able to come through with that one. So that brings us to the tip of the week but I don't even know who is doing the tip of the week. I'm assuming it's Mimi.

Mimi: I'm doing it.

Scott Todd: Mimi has got our tip of the week. Go ahead Mimi.

Mimi: This is not a particularly fun tip of the week but how many times have we heard people saying that they have violated community standards on Facebook and they don't know what they are? Here's the link go read them and if you can't find this link when you go to place an ad in Marketplace or in the buy-and-sell group and you have to enter the category and the price, the title, the description and the pictures at the bottom it says they now have a message make sure you're following the community standards. Some kind of blur but it says learn more. So if you ever lose the link you can get back to what the standards are. I know a lot of you are struggling with this and of it is a lot of simple things like I don't know what I did wrong. I posted a picture of a horse in Wild Horse Mesa, what's the problem. Well selling animals violates the community standards on it. So go read these and I think it will help you out. You will have more of your ads without problems.

Scott Todd: This is like light reading [Facebook.com/CommunityStandards](https://www.facebook.com/CommunityStandards). That's a good tip Mimi, thanks. All right I messed up... see this is like another mess up. I messed up, I left off, and I can't believe I did this. Like I didn't ask his advice or his sales mistake Mike Zaino.

Mike: It's all right. I wasn't going to complain at all. [00:29:14]
[indiscernible].

Erik: Saved the best for last.

Scott Todd: I saved the best for last that's it.

Mike: This is kind of like the great Jeopardy question for Bootcamp. Not Jeopardy where do we do that the...?

Tate: Family feud.

Mike: Family Feud but you know thank you Scott and thank you Erik for I almost skated right through it. Thanks Erik. I think that one of the things that I would consider a sales mistake is that if someone doesn't buy from you to assume that they won't buy from you and not put them on your buyers' list and just engage in that way. We heard Tate talk about don't

keep following up with these quite leads and he even gave the answer write the buyers' list.

But I think we've all seen people that are new to the business that even though they learned Flight School and I'm sure they were preached to and it's a rant but that is something that can get forgotten or maybe not tended to. So I think that this part of the sales process because if the person doesn't buy now there's many people that we all know that will buy later. So rather than do the fruitless thing that Tate was pointing out and continue to follow up with them just put them on your buyers' list. So I think that even in the beginning that was something I didn't pay attention to so it's got a lot of importance.

Scott Todd: You know that's an important one and I think a lot of times you'll think well this guy want's something now that I'll never have and so you kind of like chunk the lead out. Like oh this guy is asking for waterfront property in like the desert I'm never going to have that. So in regard to this guy I'm out but the reality is that like I still think you should put that person on your buyers' list because their life is going change or their demands are going to change or what they want is going to change and then all of a sudden or you may actually find that he wants that you come across a waterfront property that is like it is possible. So essentially you should take every one of these leads and pick them up along the way. I agree with you Mike pick them up along the way, add them to the list and you'll never know, you'll never know what you're going to find. That's a good one.

All right, Mimi what's your tip of the week? No, I'm just kidding, just kidding. All right guys listen I appreciate everybody joining on this call, I appreciate you guys listening. The only way that we can get better at this thing is to rate and review us on iTunes. Send the screenshot to Support@TheLandGeek.com they're going to send you something. I think it's the Toolkit. Not the Toolkit it's the Passive Income blueprint.

Tate: Launch Kit.

Scott Todd: Launch Kit, quick Launch Kit. They're going to send you something. Tell them to up it in your message just say Scott said to up this game and let's see what they send you, I don't know. I appreciate you guys joining in. Please add your comment, add your voice to this conversation. Shall we do it? Ready to go one, two, three.

All: Let freedom ring.

Scott Todd: Hey that was really good with Mark not being here. All right I have a question for all of you guys, all of you except for Mike Zaino. Let's see Mike dah, dah, dah okay Mimi, is excluded from this question too. Have you guys taken action because your computers are going to be banned from flying on airlines because Mac's computers can't get on airlines man? Zaino and I are the only ones that...

Tate: Nobody has a MacBook that's that old, come on, 2015.

Scott Todd: To 2017 man.

Mimi: Battery yeah, battery packs right.

Scott Todd: Yeah. So you guys need to...

Tate: Mine's like 2013 so I'm good.

Erik: I checked and you can look online and I got a message I flew with mine this weekend. I asked NTSA as I went through I said how many Macs have you confiscated or prevented from flying? She goes what are you talking about? That's going to be a big deal.

Tate: How will they be able to tell the difference?

Scott Todd: Listen, listen I wouldn't violate Federal law you're going to be in a Federal Prison.

Mike: It's a sign of the future. It's a sign of what's to come.

Tate: I didn't. My MacBook is totally fine. Like zero viruses, zero PowerPoint melt downs at Bootcamp. You know none of that.

Erik: Family Feud runs fine.

[00:33:37] [indiscernible]

Scott Todd: Oh yeah. Well I'll just tell you can't put your computer on the plane and you're like crying to me I don't have a computer for Bootcamp I'll be like I told you, I gave you the advance notice guys replace the computers with Surfaces it's all good and I have no viruses either.

Aaron: FedEx it to the hotel and it will get there before you do.

Scott Todd: Yeah, just ship it that's cost convenient and...

Mike: We all know Tate is going to be fine because he has a Surface, we all know this.

Mimi: It is. It's right there on the desk. We just can't...

Mike: Show off Tate, come on show off Tate.

Scott Todd: There is a rumor Tate that you have a Surface and you've never denied or confirmed it. Like you're not denying it and you're not confirming it.

Tate: Listen to everyone here, to all who can hear the sound of my voice I do not [silent].

Erik: What happened? Was there a glitch?

Scott Todd: Something happened to your Mac Tate.

Tate: All over sudden I got muted right there.

Scott Todd: I don't know what happened you got muted like that. We didn't get that. You once again like got out of like confirming or denying it.

Tate: All right well I'm speechless; I have nothing to say to you guys. I thought you were my friends.

Scott Todd: But we are your friends but I don't know what happened to you.

Erik: There's only one person that can mute you and that's who's hosting the call.

Mike: He can mute himself.

Scott Todd: I don't know.

Mike: He can mute himself.

Scott Todd: Yeah Tate he could mute himself.

Tate: I didn't mute myself.

Scott Todd: There are some ways around this. I don't know what happened, Tate.

Mike: I thought that was Tate. I don't know what's going on here, I'm confused.

Scott Todd: All right, all right guys. Hope you have a good afternoon and we'll see you guys next week.

Tate: Talk to you later.

Scott Bossman: See you.

[End of Transcript]