



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

Mark and Scott talk with: Erik Peterson - LandOpia.com, Tate Litchfield - FrontierPropertiesUSA.com and Mike Zaino - ThreeLandGuys.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 and on this week's Roundtable we've got the 'Zen master' Mike Zaino. Mike, how are you?

Mike: Doing phenomenal. I'm just plugging away on my Surface here, no plugs there.

Mark: I don't even know what to say to that.

Scott: I love it Mike, great job.

Erik: You noticed how he doesn't have video today.

Mike: Wait, I don't have video? What are you talking about?

Mark: Yeah exactly, exactly. My fellow Mac user the 'Technician' Erik Peterson. Erik, how are you?

Erik: I'm good and my video is working fine.

Mike: Mine too; I just didn't hit the button. I forgot that's all, gee.

Erik: You have to hit a button?

Tate: It said Mike's was loading.

Scott: It did not say Mike's was loading. Tate, that's not true.

Mark: We've got the 'Big Poppa' Tate Litchfield. Tate, how are you?

Tate: I'm doing really well, yeah happy to be on guys.

Mark: Good to see you and then of course we've got 'the Brain', the 'Professor', you know him, you love him Scott Todd - ScottTodd.net, LandModo.com and if you want to start automating your Craigslist and your Facebook postings PostingDomination.com/TheLandGeek and now InvestorNinjas.com. Before the end of the podcast we'll probably have another link to send you to. What's up Scott Todd?

Scott: How's your video after you restarted your Mac to join the podcast, Mark? Since we're razzing on Mike.

Mike: That is a low blow...

Mark: So my iPad just actually went out. So we're going to start the podcast and we've got a really great topic. But before we get into it I just want to say today's podcast is sponsored by Flight School. Look let's just face it the best way to learn anything is by doing but I would even iterate that more and say the best way to learn anything is by doing it with a master/mentor having them guide, having them make little adjustments here and there, giving you that confidence, providing that accountability.

The best way to start is with Flight School and the best way to learn more about Flight School is just go to TheLandGeek.com/Training. Okay this week's topic I think is a really important one. It's the reboot. Scott Todd, what's the reboot?

Scott: All right. So let's just say that you have woken up today and you know like you know what I started this thing six months ago, I started this thing a year ago, life got in the way. How do I get going again? What's the first thing I should do? So let's see what you guys come up with, go.

Mark: Zen Master you get a call, "Hey Mike, I loved Flight School, I learned a lot but life got in the way. Where should I start?"

Mike: All right well, I'm going to say you get this machine rolling again with the only way you can get it rolling again with mailing. So I'm going to assume that you already got some kind of research down. I believe this is like one of my favorite quotes from you Mark and this is not the quote of the day by the way. This is what Mark would say, "Good problem but a good problem." You'd always say that over and over again.

So what's a good problem? Tons of properties coming in deal flow. What's deal flow? Counter offers, accepted offers. You see the only way you get that is you execute massively on mailings. People worry what if I don't have enough money to buy? If you have properties lined up in your pipeline you're going to find somebody to do a deal with you. That is a ridiculous problem to worry about you just need to mail me up. If someone had really no money I would say put all your money in the mailing because if you get deals you'll find someone to fund those deals with you. So I'd say if you're going to start over you execute massively on mailing and get ready for the storm that's going to come but it's a good storm.

Mark: Yeah, I love it, I love it. Erik Peterson, how would you advice someone to reboot?

Erik: I think I'm right there with Mike. I mean the first thing if you've stopped doing the land business I assume you stopped mailing and you stopped you know kind of all the rest of the processes but the only way to get going again is to begin mailing again. Now if you've got some property in inventory and you're looking for a quick win maybe; if you bought the property right, why not turn around and post it for wholesale. You know, sell a property off and move on. You know get back in the mailing buy some more and continue the process.

Mark: All right. Big Poppa, how would you recommend someone to reboot?

Tate: I really liked what Erik said. I would continue on with what Erik was saying. If they need to reboot go out there and market like you've never marketed before. Like the biggest way to get the fire lit again is with a sale, with a home run and it doesn't even have to be a huge you know 1000% ROI. You could flip something and make 50% on your money and that is a huge, huge motivator and that's what I'd tell you to do. You market like you've never marketed before because that's where you really start to see the money coming back to you and nothing is more addicting than making money on your own. So market, market, market.

Mark: All right. Scott Todd?

Scott: I would go and I am assuming that you don't have land. Like you're looking at this and maybe you didn't love the list scrubbing, maybe that became kind of the hurdle before. I would stop like worrying about the list and I would race over to Land Modo, get the free account LandModo.com/Pricing get the free account so you can see the wholesale pricing of land, reach out to other land investors, buy some wholesale property and start marketing like immediately.

Like jump on everything and like do the routine. Like start the marketing and the reason for that is because you can start mailing and there's no problem with that but that's 4 to 6 weeks of downtime. You can literally buy property this afternoon, you can own it this afternoon and start marketing it tonight just by finding that wholesale land and getting going again and I'm telling you once you get the marketing channels up and you start to have some success and you start to get the energy going again then start to dig into the pieces that were hard. So again so maybe the mailing was the hard part for you put it on pause.

There's no problem, there's no shame in buying land wholesale. It is not cheating it's really a smart way of doing it because you're literally able to buy land today and start marketing it and by the way the first place I would market it to would be any of the email address that I would've come up within the past. Like through my prior marketing I would make sure I go back to them and I would start with those people. Yeah they may unsubscribe no big deal it's a reboot just let it go, what happens -happens. If you lose the entire list because they all unsubscribed who cares? You're rebooting start the marketing machine all over again and just start working it. But like has already been said once you start having some success and you start getting the blood pumping again it's going to be a lot easier to get the motivation back up again.

Mark: Yeah. I mean I liked everyone's answer. When I was thinking about the reboot I was actually thinking about my own struggles with something that I might be struggling in life. So let's just take exercise for example. So I'm on a really solid exercise regimen and let's say for example I'm training with Tate and Tate got me going and I'm working out really hard. Now it's hard and it's challenging and it's not as challenging because I'm on a ride with Tate. He's showing me how to use the proper form, he's showing me you know the best turns and the proper speed and I've got all this confidence that okay with Tate I've got a really strong solid workout, I really felt like I accomplished something, I feel great.

Tate's like okay Mark, you're ready to train on your own now. I go home, I train on my own, it's not as fun, it's way more difficult; a month goes by. I start you know making excuses myself, I'll get back on the bike, maybe I'll watch a YouTube video of Tate, you know maybe I'll buy LOTS. Something is going to reenergize me but it's just not there. Finally I get to the point where it's been six months, I have looked at the bike, I feel badly about myself now that I haven't done it and I kind of feel like I wasted this opportunity.

I think the way to reboot would be to go back to that initial why on earth would I train with Tate in the first place? What was the main goal? Why would I go through all this pain in the first place? And the reason is it's that I want a strong heart. I want to live actively into my 90s and the only way to do that is to train consistently. So taking that's a metaphor the only reason to go through the pain of this business is real freedom to work when you want, where you want, who you want that's true wealth to starve all of your money problems.

So I would argue that yeah you need to start with you why, you might not want it badly enough, you may not be in enough pain, you might be that frog that's at a slow boil and doesn't even realize it and comfortable. So you know at some level you want these things but you probably don't want them badly enough to make it the priority in your life.

I would challenge you then to really think about and write down your why. How badly do you want to not have a commute to work? How badly do not want to have to be somewhere at a certain time, wearing a monkey suit? How badly do you want to have Saturday be the same day is Monday? How badly do you want it? Picture it, visualize it and then at that point you could go into the tactics of what Mike said start built building deal flow and Tate, Erik and Scott, but until that is really solidified you'll fall off the wagon again. You'll do a few deals, something will get in the way and you won't do it consistently, even though you had a few wins because with wins what's going to happen Tate? What do we talk about all the time?

Tate: If you start getting wins it's going to snowball, right?

Mark: It's going to snowball but inevitably there will be a deep too.

Tate: Oh yeah, yeah. It's going to get into some point where it gets really hard and the easy deals so to speak they kind of have been taken. You've got them all and now you've got to work through it. There will be dip, there's always a dip. Some of us are in a dip right now on this call. So it's normal.

Mark: So that would that be how I would reboot and then using that metaphor again I'd probably go back to Tate and say Tate I fell off the wagon, I really enjoyed working out more with you than I did on my own. Can we just reboot? Get me going again, I've got a stronger why now than I did when we first started. That's how I would reboot. You guys want to disagree, agree? Erik, what do you think?

Erik: I like it. I think you drew a very realistic picture of, you know, what can happen to anyone of us in the community. I mean, life gets in the way for any number of reasons and it's easy for things to you know. One day is okay and then you know you're making excuses the next sentences it continues to snowball and it's so easy to go down the path we have to be very diligent to avoid that. So I think, you know, as I said I think you did a great job kind of portraying that that image.

Mark: Zen Master what are your thoughts?

Mike: I kind of feel overwhelmed that was amazing, I love that. I love the why and all of that and also Scott Todd just giving out that whole deal in the marketing. But I've got to say I feel a little bit deep right now because I'm look at like when Erik's talking you can see fading in the background these books and you have no idea what they are. You just want to know but they are blurred out and then Tate has these two cool pictures. I need an office reboot. I've got a window and a blank wall. I'm feeling a little deep here in my office situation as a result of that.

Sorry to go off-topic but it just became apparent especially when Erik was just talking. Like you can't even see what is that? What knowledge lays there but you don't know it it's for some reason he has some special tactic you can't even see them, all right.

Mark: Comparison is the thief of happiness. Let go Mike, let it go.

Mike: Okay, I'm letting it go.

Scott: Okay Mark I'll tell you though something that you mentioned though, something that you said. You're talking about like when you're working out with Tate in that example you said you're working out with Tate and you become accustomed working out with Tate, it's fun or whatever. I would say that in a lot of things when you start off learning with somebody else there is always a dip at the other side.

Like I know that for me when I'm going through like even flying lessons and I have an instructor there with me you know in the plain. Even if the instructor at this point is just sitting there and kind of talking to me and kind of saying, hey do this or think about this, try to teach you different ways ultimately what happens though is that you feel comfortable with them. It's another set of eyes there with you. Like it's another set of eyes to help you make decisions almost like a clutch. So they become a clutch to you and then when you go to fly and you're like flying on your own you're like oh man now it's on me. Like it's on me to make sure that I make the turns properly, it's on me to make sure I control this plane properly because there is no one in the seat next to you. You are large and in charge and so then it doesn't, like you said, become as fun anymore because you become dependent on somebody.

So the very best way to continue to do that is I agree like you can go back and like reengage somebody but also the mere fact that you get in there and start finding. Like what is it I'm afraid of here? Because it ultimately comes down to either your why is not big enough like you said or there's an underlying fear of some sort. You are afraid of failure, you're afraid of success. Like oh my gosh, what happens if I succeed and I can literally quit my job. I'm afraid to quit my job. So a lot of times we go down this path and they're something holding you back that you may not even visualize is a real thing and it could be. So also I like you said challenge the why, challenge the fear. Like what's the fear, what's the fear?

Mark: I love it. Tate what are your thoughts?

Tate: Well, I was going to say you know yeah definitely challenge the fear but it's okay if you need to reboot. There's no shame in that. We all are busy and I see it all the time people come in and they're really, really motivated and then something happens and they get back on that horse and they come back re-energized and they make it, they commit, they get the results they were hoping for the first time on the second go around and that's good. There are no artificial deadlines to when you have to succeed in this business. If it takes you four reboots so be it, there's many ways to the top of the mountain and it's okay if it takes you four or five goes as long as you get there. As long as you're making forward progress there's nothing to be ashamed of.

Mark: I love it, I love it. Well, I think that was a really good topic and which leads us now to our tip of the week: a website, a resource, a book, something actionable for the Art of Passive Income listeners to go improve their businesses, improve their lives. The Terrorists Hunter is not here which leads us then to Mike Zaino to give us something and put Mike on the spot in

real time because I know he has not prepared a tip of the week because we've all become so used to Mimi having that tip. But oh Mike's he's ready.

Mike: Life's all about information. Get information right about time you're ready.

Mark: Is that the tip of the week?

Mike: No, but that could be a good one. I'm going to go with Zaino quote because I know Scott Todd loves them and he misses them and it's not going to be a reminder to breathe, it's not going to be that simple so I want to satisfy him with a new quote. This one is about the beginners mind and I think this is important. I really do especially for people who are starting out new in this business because let's remember there are people who come to us that are super intelligent and super successful on other endeavors, other areas of their life and they're looking for another passive income stream or they're looking to see how we do what we do because it's very unique what we do and how we do it. So this pertains to everybody but specifically maybe those type of people it's if you mind is empty it's always ready for anything, it's open to everything. 'In the beginner's mind there are many possibilities but in the experts mind there are few'.

So meaning I tell people when they come and I'm blessed I get to talk to a lot of people coming into the business and some of them are extremely successful and I say listen when you go to Flight School with Scott Todd empty the cup, learn the process, learn how to set up the business model. When that is all said and done then bring back all of that information, all of that expertise and it's like a fine seasoning. You're going to be better than the average person.

I remember there was a time in one of the Bootcamps one of the people in our community was I think he was an accountant or something and it was almost like he forgot that he was an accountant. I was like don't forget you have an extremely useful skillset it's time to bring it back. Like you've emptied your cup but then you don't live it empty. Like okay I've got this down, I've learned the way that the geek team sets up their business models; I've been under the Sherpa Scott Todd now you start doing deals. Now if you've flipped houses and if you've done a lot of real estate deals or if you have accounting, engineering whatever it may be, maybe you're marketing expert make sure you let that come back because that's going to make you like really superior to the average person.

Mark: I love that, I love that. It's one of the things I think I struggle with is just having that beginner's mind and trying to eliminate all my prior you

know experiences and letting them sort of color anything that I'm trying to learn and having this you know confirmation bias whatever it is and just letting it all flow and taking it all in and then you know sorting out what's going to work for me, what's not going to work for me.

Mike: I think it connects to the reboot too Mark because if you're limited by the belief that you did it once and it didn't work that could hold you back. So you've got to enter into a new phase that everybody on here has said start again and start afresh. Don't be like I tried it before and it didn't work. Well that's not going to help you. Just be like okay I'm going to follow the process. The best success I've ever had in this business if I just put my nose to the ground and execute on mailings and marketing just the fundamentals and then success happens as a result of that. So I think it really pertains to this whole topic too of the reboot.

Mark: I love it, I love it. Tate Litchfield I want to highlight the students of the week. I know you've got somebody in mind you want to talk to and just give them a quick shout out.

Tate: Oh man we've had a bunch of people just crushing it over the last few days and weeks and let me think. First of all we've got to talk about Austin. First of all Austin I don't know if anybody saw it but Austin is a professional tennis player.

Mark: Austin Krajicek, he's number 22 in the world in doubles.

Tate: Yeah. He just won a big competition in Atlanta. So he took first place in that competition which is just I mean incredible. That's the real deal man. He is a professional athlete at his finest. And then for a Land student success talk about Bart for a minute because Bart I had a call with him it was about his deal of the week and he's like, "Man I don't want to send this. I don't know." I'm like, "Just send it trust me do it, do it, do it, do it."

Mark: Bart is a full time attorney in San Francisco.

Tate: Yeah, yeah. He sends it, emails me back and says, "All right. I sent it. No response." I don't know, maybe a day later he texts me and goes, "All right. I sold it, it worked." Like yeah that's what I'm saying man. You've got to stay on the ball here because people really, really, really want what we're selling and he followed all the right rules of the deal of the week. He made it irresistible, there was a call to action in there and sure enough that action resulted in a sale. So now he's actually in the process of outsourcing all of that so he never has to write another deal of the week again. So won and done basically for him.

Mark: Perfect, perfect I love that. I love the idea though of you know really being crystal clear that this is building something bigger than yourself. You can't do all the work and you don't want to do all the work. You're not building another job for yourself and the fact that Bart is competent enough to train someone else to do it and get himself out of that part of the business that's really the systems and the processes that we teach. So that after a year of getting competent you can get yourself out of the business and really have passive income in the truest sense where you're leveraging other people's time and leveraging other people's money so you can really build true wealth and do it that way. So congrats Bart that's great and congrats Austin Krajicek as well. So guys are we good?

Scott: We're good, Mark.

Tate: Yep.

Erik: We are good.

Mark: All right, I want to thank the listeners and just remind them the only way that we can get Erik Peterson to keep coming on the Roundtable podcast is if you do us three little favors 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*.

If you have got a friend, you've got a family member that you think can benefit from really getting to the point where they have true wealth and it's a one time, set it and forget it system of the ultimate subscription model of having true wealth in this land investing business email them the podcast. Have them get started, maybe send them a link to Dirt Rich, be a giver that would be really nice as well. So are we ready to do these guys? One, two, three.

All: Let freedom ring.

Mark: Not bad. Mike what's up?

Mike: I love raising my hand it's so awesome. I was wondering if we can add a new segment? Like maybe Erik leads back and blindly grabs a book and pulls it up and we see what's in his library. I think the listeners would love that. I know I would. I'm just wondering. Anybody else?

Mark: I'm just assuming it's going to be a lot of Mac books.

Mike: I bet he pulls out a book on the Surface without looking - wrong book, wrong book.

Mark: The *Culinary Joys of the Cheesecake Factory* foreword by Tate Litchfield.

Erik: *Public Speaking 101* that's in there.

Mark: So Tate you've got to talk about Scott's face for a second. Shall we?

Tate: Yeah, yeah, yeah. I mean I think you can do it justice too because you're on the bandwagon.

Mark: No, I am. I didn't know that you were also on that bandwagon.

Tate: I dropped a knowledge bomb on you guys.

Mark: You really did but you've got to share it with everybody.

Tate: All right.

Mark: This is like life changing stuff because these are the things that we do every day.

Tate: We were at... Where was it? Vegas one night we were having dinner and we for some reason the topic of shaving came up and you know I said, "All right Mark give me your phone." I pulled up on Amazon and then I said you've got to order this. This is the greatest shaving cream you'll ever use because it turns out not only is Mark a land geek he's also a shaving geek. Maybe you should buy that domain right now.

Mark: I am. I just bought it.

Tate: Good. So he's a shaving geek. So I gave him my favorite shaving cream and it's called Taylor of Old Born Street. Pulled it up on Amazon, he bought it and then it arrives I think on Monday or Tuesday that week. You messaged Scott and I and you're like, "Life changing. This is the greatest stuff ever." And Scott is just resistant to change. He was hating on us, hating on us. He's like argh why does it take you so long to shave? And we're like because you enjoy it. It's one of the simple pleasures in life. You don't need to rush these things and he was resistant and Erik was too. Erik is like blah, blah, blah electric razors and we almost became enemies at that point and sure enough...

Mark: When Erik said electric razor I really physically had vomit come out of my mouth and I like choke it back.

Tate: Yeah. So like four days later Scott messages Mark and I and he was like, "I bought it, I bought it." He bought the shaving cream, sandalwood scent and the next day, you know, he's telling me, "Oh my wife thinks I'm so much more handsome right now. I've never had a shave this close. It's the greatest thing that's ever happened to me." It was a knowledge bomb and now I think he's ordered like four or five different scents up to this point he can't get enough of them.

Mark: Is it me, he looks 10 years younger, doesn't he?

Scott: Not true argh.

Tate: His scent I mean I can smell it from here. He smells fantastic.

Scott: I do smell fantastic. However... Oh look Zaino has got it.

Mark: Zaino has got it.

Scott: Zaino has got it. Erik is the only one who doesn't have it. Oh man it's closing in.

Erik: Oh boy.

Scott: Oh you've got the shaver too. I don't have that one Mike.

Mark: You've got the GetSupply straight razor. Do you love it? The weight of it it's so nice.

Mike: I had the magnetic stand. Oh, it just says awesomeness all over it. Thank you guys, that was knowledge.

Scott: I got the coconut Tate though. Like I got the coconut, I only have coconut and sandalwood. I only got the two.

Tate: Sure if that's what you want to admit that's fine.

Scott: No, no, no. But see I did a smart thing. Like I didn't follow your thing because you're sending me this silver tip badger brush thing for like I don't know, like half your arm and an entire like I don't know. You've got to sell a massive piece of land just to buy that thing, it's ridiculous. You're dropping

the... you're like a baller over there with that thing. I didn't do that. I found one though a silver tip badger brush on Amazon.

Tate: All right.

Scott: And it was like 60 bucks I think. \$60 or \$70 I think I can't remember which one. I got that one and I'm like okay let's try this thing. So you know you go and you put it in there like the old man style. You know you fluff it all up [00:29:48] [indiscernible] the warm water. The warmth of the brushes it's like addictive, it's an addiction. There is an addiction to it because you do it one time like I can't do it just one time. I have to shave and then I've got to reapply because it feels so good.

Tate: It does. I mean anybody who is listening here just take our word for it. There are three new converts on this call. Erik is resisting but we're just going to send him one in the mail so that he has no choice but to get on the bandwagon.

Mark: Absolutely. Erik, did your peloton get delivered?

Erik: Oh yeah it's here.

Mark: What do you think?

Erik: I love it. I've been riding it like every day.

Mark: Wow. Who is your favorite instructor right now?

Erik: You know what I think I like Dennis so far. I really like his instruction like he helps me kind of like get the form right and all of that kind of stuff and he's always reminding you through the ride. So for whatever reason his way of talking about it just kind of clicked with me. So I like him right now.

Mark: Awesome, awesome.

Erik: He's good, he's good.

Mark: I think I've only taken one Dennis ride actually. I mean I need to revisit him. I took a Ben [00:31:12] [indiscernible] ride this morning, the guy in London. I thought it was great.

Scott: Back to shaving though. When Erik shaves he's going to look like he's 19 that's the problem.

Erik: Yeah, how am I supposed to have just this little bit of scruff if I actually use a real razor that's not going work.

Scott: No, you've got to get rid of that stuff man. That was like 2018.

[00:31:38] [indiscernible]

Mark: I think Erik should shed this sort of Portlandia hipster image he's got going on and just embrace middle age.

Tate: Clean shaving is coming into style.

Mark: Yeah.

Tate: Yeah.

Scott: And if you would just look at this podcast look how many people have it?

Tate: It feels good.

Scott: Zaino, have you used that stuff yet?

Mike: Yeah. I was laughing because today I actually had to do it twice. I was like this is too good, it can't be over. It's too good to be over.

Scott: It is addictive.

Tate: I just can't believe it.

Scott: Listen and listen it didn't really add that much time because yesterday I checked my time into the shower, I checked my time out. Fully dressed 15 minutes two shaves, two shaves.

Tate: That's nothing. Look at Scott you've got more time than you know what to do with. This is a good hobby for you. You need something like this.

Mark: Yeah, it totally is.

Scott: I save on brushing my hair and drying it every day. I can now apply it to this.

Tate: Yeah.

Mark: There it is.

Tate: Scott has time to call his neighbors over and shave them.

Erik: Wow, it's gotten really weird now.

Mark: Barber Modo.

[00:32:54] [indiscernible]

Scott: ShaveModo.com.

Mark: ShaveModo.com.

Scott: Mark, you said we're going to have a new link by the end of the podcast so.

Mark: Yeah, there it is.

Tate: We've got two now Shaving Geek or yeah.

Mark: Tate, would you recommend going on Amazon and getting like the barbershop thing that they warm the towels? Like a towel warmer putting it on your face first and then shaving.

Tate: That sounds really nice. I just saw something online for a heated razor. I guess it heats it, yeah. It's like Gillette it's bland new. It's not cheap. Scott's going to judge us.

Scott: It's \$200 I already saw it. I laughed it off. I'm like what kind of sucker pays for that thing man.

Tate: Mark and I apparently.

Mark: I love my straight razor.

Scott: Oh no, no, no. Your straight razor is good I'm getting one of those. I ordered like off of Tate's advice though I ordered like the old safety razor which feels like... I mean it's good, don't get me wrong. It's like two-sided and I liked it but I feel like when I was a kid I had like a fake one of the safety razors. A big thing and I'm like look I'm shaving like I used to as a kid so that's out. I'm ordering the GetSupply.com razor.

Mark: Awesome. So I'm going to do a blog post 'how to live like a Land Geek' and kind of give all the links to, you know, all the kind of weird things that I do that are completely so life changing as well. Like these are little things that we kind of do every day but elevated because look I have the time to explore this stuff.

Mike: I don't think I could use this razor. I'm going to put that link in there. This one scares me like that's [00:34:45] [indiscernible].

Tate: Wow, that's a straight razor.

Mike: That's scary.

Tate: Look at the one below it - the heated one.

Scott: Mike, if you could master that thing not only are you a bad dude with your own face but you can also like shave with that thing you also have a lethal weapon with you.

Mike: Right and it's just my razor. [00:35:08] [indiscernible] razor.

Tate: If anyone is going to be able to master it, it's going to be our martial arts guru, right? There's no hope for the rest of us if Mike can't master it.

Mike: This stuff smells like heaven. I just cracked it then I had to bring it up I think it's like instant like Zen when you open this up.

Tate: Listen go with the sandalwood. I also really like the rose. Now I know what you're thinking rose it's mild scent Erik it's not overwhelming it just smells good, it smells clean and fresh. You will love it. You'll buy it soon enough.

Mike: I think it's great that Scott got coconut because when I look at him I think like a... not strawberry Jack, pina colada guy. He's in Florida so of course he went with coconut.

Scott: Yeah, yeah and I did just buy it. I just bought ShaveMode.com it is done, in the books, I own it, and you can't go steal it.

Mark: Can I be a beta tester in your house?

Scott: Listen man, I have great visions for this website. You said by the end of this call we're going to have a new website so we got it. It's

ShaveModo.com and Mark, you're going to give tips on shaving and like we can have like all of us can be contributors to this Shaving Modo.

Tate: We should setup like a Live Stream of Mark shaving every day.

Scott: Yeah, that and then you can watch Mark shave or you can go with the electric razor route.

Tate: Yeah.

Mark: Yeah. I mean honestly if you're going the electric razor route right now just email me and let me just change your life, you'll thank me. It's like Mike said like just empty your mind and you don't know what you don't know let me just help you please.

Scott: No, no, no you'll find this on ShaveModo.com.

Mark: Yeah. All right guys this is fun. See everybody next week.

[End of Transcript]