



THE LANDGEEK

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

Mark and Scott Todd talk with: Erik Peterson - LandOpia.com,
Tate Litchfield - FrontierPropertiesUSA.com, Mike Zaino -
ThreeLandGuys.com, Mimi Schmidt -
PartNParcelProperties.com, and Scott Bossman -
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 and on this week's Round Table we've got the usual suspects. We've got 'Dude buddy', the Nite Cap OG, Scott Bossman. Scott, how are you?

Scott Bossman: Great Mark and you?

Mark: I'm great. Pulse is still normal, respiration is fine and as I like to haze Scott Todd with Apple watch unlike him I know my heart rate all the time. We've got the 'Technician' Erik Peterson. Erik, how are you?

Erik: I'm doing good, happy to be here.

Mark: Good to see you. We've got the most feared woman in the country the 'Terrorist Hunter' Mimi Schmidt. Mimi, how are you?

Mimi: I'm doing great. How are you today, Mark?

Mark: I'm great, I'm great good to see you. The 'Zen Master' Mike Zaino is on the call we're just staring at a chair of him right now, he had to go park the car something like that. Anyways we've got the 'Big Poppa' Tate Litchfield. Tate, how are you?

Tate: I'm happy to be here.

Mark: So happy to see your smiling face. And last but not least you know him, you love him Scott Todd from ScottTodd.net, LandModo.com, PostingDomination.com/TheLandGeek and InvestorNinjas.com and he is your flight school Sherpa. If you want to start doing the business as opposed to academically hearing videos and reading and doing all these things, but do the business in real time today's podcast is sponsored by Flight School. Just go to TheLandGeek.com/Training get on a call with the Zen Master or the Nite Cap OG and learn more. Scott Todd, how are you?

Scott Todd: I'm good Mark. How are you?

Mark: I'm great and again just loving my Apple watch. All right, we've had a great topic it is getting the list. So, on the Land Geek Official Motivation and Wealth Creation page we had an interesting question on where do people go to get their lists and if I go ahead and read it says, "I need some suggestions to get lists. I'm contemplating AgentPro247 but it's super expensive and the 'distressed leads' don't seem reliable. I'm using the free trial. Are there any other tools out there? The counties that I want to attack are horrible when it comes to providing reliable and complete data." As soon as I just read the word data I immediately think this is a great question for the 'Technician' Erik Peterson. Erik, what are your thoughts? Let's start with you.

Erik: All right so I'll start with some comments about AgentPro first of all it is a completely reasonable source to get your list, the data there's a chance it could be very old. So there's a way I don't remember off the top my head but if you Google for it or look around the site there's a way to tell how old the data is for the particular County you're looking at. So assuming you know the data is less than a year old then it's probably reasonable source to pull your lists.

I don't remember it being super expensive I want to say about five cents a lead or a row of data if you will, I guess that adds up there are other ways to get the list as well. But you know if you're looking for a way to target a specific area within a County they have a map tool you can kind of outline

the area you want to work in and pull that list. So you know I wouldn't say it's not a terrible option in any way.

Mark: Which option would you opt for right now?

Erik: Myself when I pull a list I don't use AgentPro anymore at this point in time. We build our lists manually through various sources but yeah I think it's a good place to start.

Mark: All right great. The Zen master' Mike Zaino. Mike, how are you?

Mike: I'm doing very well Mark. How are you?

Mark: I'm great, I'm great. So as far as getting the list do you use tool like AgentPro247 or people are mentioning in the comments DataTree any of those tools?

Mike: I've never used DataTree. I have used AgentPro247 with great success. I think there's a lot of ways and I think a lot of times what we hear from people Mark is like, "Oh it's going to cost this much." There is always a cost whether you outsource it or whether you buy it and the people that do this business all the time, people on this Round Table here realize it's not a big deal one deal is going to crush the cost of any list acquisition.

So I have used AgentPro247 and I have had great success with it. I have also done what Erik's talked about I have had a team build lists for me. I think that this is clearly one of the biggest obstacles people encounter when they first start because it's on that left side right, it's the beginning of the process and you know I can just say that the guy to my right here I know he's on screen, but Scott Todd. If you go through Flight School you will learn so many ways that it will never be a barrier again but it is initially this concern but it doesn't matter what it costs. I'm not saying go pay like thousands of dollars for it but one deal trumps the cost of any data that we're going to pay for.

Mark: Yeah. I feel like you are channeling your inner Borat there.

Mike: Borat?

Mark: Yeah, because it's like get the list, create success. Don't worry about the cost, create success.

Mike: Is it the glasses?

Mark: Maybe the glasses and the thick Kazakhstani type of moustache. Let's go to the 'Terrorist Hunter' Mimi Schmidt. Mimi, what do you do?

Mimi: Gosh, I think every County I'm in right now I get data different ways. In some of the more populated Counties I can just download it off the site. A lot of times I've called the counties. I have had counties mail me CDs, I've had counties send me electronic files out on like a Google Drive or a Dropbox. Even the most unequated Counties right now have a lot of them have GIS systems and even if the GIS systems are complete and really, really good find subdivisions that are already surveyed that are okay.

So the GIS systems where you can highlight areas and download the data you can use that. You can do it by calling the Counties themselves if it is not on the website. You can use one of the services online and honestly, it may cost you know. Let's say you spend 200 bucks one time. Once you've focused on the area that you're going to be in that County and you've updated it with your skip tracing on addresses that you've collected you kind of have your own list. You don't want to go buy a new list every quarter or twice a year. You have your refined list and so it's really kind of a sunk cost in accounting terms it doesn't really affect you all that often anymore.

Mark: All right, I love it. 'Dude buddy' Scott Bossman how about you?

Scott Bossman: Well, to agree with Mimi, I get lists in different ways depending on the particular County when you work the County for so long. You know, I know a particular County I work I can get the data really easily on the assessor website. So there are different ways, I have people assist with building me a list depending on the area I'm in.

What I would recommend for people is, just don't give up. If you're having a hard time finding a list in that County there are definitely ways to do it. So take this podcast to heart and you know try some of this services. I haven't used DataTree, I've used AgentPro247, I've done all these other things that we've mentioned and the data is out there it's just the important thing is to get 20 names and make that your target day-to-day to get up and running.

Mark: Yeah. I mean I think the three big tools are AgentPro247.com, DataTree and ListSource.com that you can use. What's interesting is that what I'm seeing is when you're more advanced and we do teach this to our one-on-one coaching clients that you learn ways to actually build your own list and you're not dependent on any of these paid programs. That being said, I'd love for the 'big Poppa' to go into the time machine of a newbie and how would you get the list Tate when you're first starting?

Tate: You know I think when I first started I was getting the list simply by kind of calling around and making friends with the County. Some people say oh it's not possible to do it, but it definitely is and you know if you can get any data you're off to the races. You don't need to have everything, you need to have delinquent information to make offers.

You can just do it and I think the people who kind of overcome that fear of offering too much or not offering enough or you know looking kind of foolish on your first offers if you can overcome that and you realize you're just sending letters and if people get upset about it no biggie. It's not a big deal. I think you're going to be better off because your phone is going to start ringing and you're going to have the opportunity to talk to people and find out why your price is too high or if it's too low and how to adjust.

So I think I originally started by picking up delinquent tax roll list, or even starting with the tax roll list and just kind of built my own list, and since then that process has evolved and it's become a lot easier and I've trained a lot of people to do it for me so now I don't really even think about it. But you've got to start somewhere and you might as well start with a phone call in my opinion, see if it's possible.

But one other thing Mark if you see other investors there and the County tells you oh they don't give you the list, don't just give up that easy like Mimi said, there's always a way to get a list. If the people you know, like, trust and respect in the business are there it's not a bad idea for you to move up in there as well.

Mark: Yeah, that's a really good point for sure. Scott Todd, what about you?

Scott Todd: There's a lot of great advice that has been shared already and I think that the interesting thing is that often times you have to find what works in each county. Like you've got to find like there's no set way to do it in every single county. I mean some of the best advice I've heard on today's call is like the expense of it. Yeah, there's an expense: you can pay the County for the list and that's an expense, you can go to AgentPro247 and there's an expense there but you've got to stop focusing on the expense of it and recognize it is an initial investment that you're making.

Once you get that list well then from there the list doesn't change but maybe once a year okay and it doesn't change that largely either. So you can keep working the same list over and over and over again. You know there's ways of customizing that list. You can get the tax roll from County. Call up the County and get the tax roll that's free oftentimes and that is every single

property owner in the County: houses, apartments, everything. Then filter down to the land. There's different ways to get creative the GIS maps.

There is different ways that you can get what you want but a lot of times people throw up their hands they're like oh it's too expensive or it just seems too complicated. Yeah, well that's the initial startup pain but you don't over think it. There's easy ways that you can ninja hack it and just work the County and look there's people. Honestly, there are people that are much better at getting stuff done than you are. I mean the other day I got hit up by someone on Facebook he said he works for other land investors and he gets their lists. So they are out there you can find them in different places. Ask in the group who is getting the lists for you? People will tell and they will share their VAs. I won't share my VAs because they get my secret ninja recipes but maybe you'll share yours.

Mark: Unlike you I am generous with my VAs and information knowledge because I really want to see people succeed and not struggle, but which is actually kind of interesting Scott Todd. Because you know...

Scott Todd: I don't want to see anybody struggle. I try to make it...

Mark: I'm totally joking because you know Flight School is all about taking out all the pain of this business and you do that.

Scott Todd: [00:13:57] [indiscernible] it's all right, it's all right. You and your Apple watch, snooty Apply watch.

Mark: I have to haze you and you know what thank you it is snooty, it is snooty you know because I'm insecure that way. I need something to signal to the outside world in some way that...

Scott Todd: That you're a fan boy.

Mark: Not that I'm a fan boy that I can just tell time, listen to music, listen to audiobooks and do all these other things that you Rolex wearers can't do.

Scott Todd: I don't wear Rolex, I don't wear Rolex man.

Mark: Come on man.

Scott Todd: I've got a Citizen watch.

Mark: You've got one.

Scott Todd: Citizen, Citizen.

Mark: That's because I shamed you about the Rolex.

Scott Todd: Oh no. I do have a Rolex; it was a gift from my father.

Mark: Ah there it is.

Scott Todd: I can't turn that away. It's from my father with love.

Mark: No, no I know. It's good. Okay let's move on.

Tate: Okay you were saying you do share your VAs and you do share your VAs.

Mark: But I think no. I mean all joking aside now to be serious I do think what you said is really the ultimate strategy because if you're going to be an entrepreneur you're the conductor. You are the one setting the strategy this is how we get a list. How much money are you making getting a list? Zero, you make nothing getting the list.

So if you're going to go hire someone to get you the list like a VA great. If you're going to pay for a list like Mike Zaino is saying great. If you're going to be the technician and you're going to build your own list, great. What's not great is throwing up your hands and saying oh well I can't get a list because you can reframe that and if you're having difficulty in that County actually have an altitude of gratitude because if that County is that difficult to get a list, then great you know 9 out of 10 people aren't going to be able to crack that County, get that list. You're going to have so much less competition because you were resourceful enough to do it.

So I think it was a good topic to bring up and now we should just segue into our tip of the week: a website, a resource, a resource, a book something actionable where the Art Of Passive Income Listeners can go improve their businesses, improve their lives. We can always count on the 'Terrorist Hunter' Mimi Schmidt. Mimi, what have you got?

Mimi: So I am hearing some troubleshooting issues in Facebook. So a lot of folks when you get in trouble on Facebook your visibility seems to diminish but there's a particular situation I want to talk about today where you post an ad and you get one view, a day goes by one view. What it is, is that when you're posting an ad in the buy and sell groups or in the marketplace there's a glitch in the location cell.

So with that particular ad if you get one view delete the ad. When you're posting new ads in a location don't put a ZIP Code and put a big enough city that when you type out the major city that there's a thumbnail picture of the city. If there's no thumbnail picture of the city then don't use that location, get to a bigger city, a bigger location that offers you the thumbnail when you start to type out the city okay. That's what's causing that glitch there it's what is causing that you only get one view and then the ads you get no other response.

Mark: Wow, that's a great tip for sure. Before we end the podcast I do want to give a shout out to Zach Koepp he sent us a really nice text actually to me and Tate. Tate, do you still have that?

Tate: Yeah, I'm pulling it up really quick.

Mark: You want to read that? Because it does bring up in an interesting topic from last week about cash versus terms.

Tate: So the text reads, "I profited \$45,320 today. This is a rare and unforgettable moment. I didn't even get excited but I was simply breathless with gratitude. I can't thank you guys enough you have impacted my life from the inside out. I wake up excited, eager and humble every single day. Thank you." 45K Mark.

Mark: Yeah, yeah and you wrote him back something really nice and he's like you know... What did you write?

Tate: Oh let me see.

Mark: In that text string.

Tate: So I write back and I said to him... where did it go? I just touched my screen. Oh I'm on the wrong one.

Mark: Well its not here or there but you know it was just really nice what he wrote back to you.

Tate: Yeah I said you know wow, I congratulated him and he said, I couldn't do it without you but the coaching decision was the best investment I've ever made and I said it's just the beginning. Then you went onto to sing his praises as well. But it's kind of cool to see that you know he and I have been working together for what? Three or maybe four months now and you know I received two or three text messages like this from him in that time. So pretty powerful to see what happens when you follow the recipe. He has

done exactly what we've asked him and you now he's living the dream so to speak.

Mark: Right and making 45,000 cash in that week like I've no problem with it. I just think that if that's all he was doing is cash sales that he's not going to build wealth. And that's not his focus. It just turns out that he had somebody that wanted to pay cash.

Tate: Yeah. You know if we are going to sing praises we would be making a mistake Mark if we didn't talk about Luke Harris. You know Luke is just finish up his coaching program and in that time, it's pretty crazy, in that time he has quit his full-time job, replaced his income and they're in the process of building their house on a piece of land that he acquired from a mailing. I mean if that's not a drop the mic moment I don't know what is, right?

Mark: You know it really is and I think he's quadrupled his closed deals from before when he was doing it on his own to coaching. He's on track to do 250 deals this year.

Tate: He sold 17 properties last month.

Mark: Yeah, that's...

Tate: Pretty crazy. It's awesome.

Mark: It's pretty crazy yeah. So he's averaging about 20 deals a month and he's on track for 250 a little more.

Tate: Yeah.

Mark: So actually last month wasn't a great month for Luke Harris but its going great for him and congratulations Luke you've been great to work with. So that leads us to a quote of the week by the 'Zen master' Mike Zaino. Mike, what have you got?

Mike: Mark, so I think this quote relates really well with what we're talking about today because one thing that I think echoes in the back of when you say how do you get a list, how much do you pay for a list, how do you build that? I think what is really behind that is also a little bit of fear because they are not sure if they're getting the right list. There's like some fear. Like if they knew that was it. So that comes to their education right to know is this the right list to even get.

So there is this quote I was looking at and I thought it related extremely well to what we're talking about. I don't know... I'll tell you who it is after I say the quote. So it's, "Investment in knowledge pays the best interest. When it comes to investing nothing will pay off more than educating yourself. Do the necessary research study analysis before making any investment decision." So we always talk about that right, investing in yourself and that's why we have the opportunity for people to learn from us, to learn from Scott Todd in Flight School which has the everything you need to know so that you know when you're building a list it is the right list, you know, when you're buying a list it's the right list. I think that's what we're hearing echo behind this is that I'll go pay for it but is it the right one? There's a little bit of fear there so the way we remove that is with education. Oh that was Benjamin Franklin.

Mark: Oh wow that's great. The Walter Isaacson biography of Franklin is phenomenal. I mean talk about just an unbelievable life, but you know what you learn though is he was intentional about it and it's great. Yeah, Mimi is like I love that book.

So I want to thank the listeners. I want to remind the listeners if you're getting value from the Round Table podcasts send it out on the inner webs, email to a friend anyone that's looking for more passive income in their life you know be a pal send it off. And also do us three little favors subscribe, rate and review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we're going to send you the \$97 *Passive Income Launch Kit* and if you want I can send you a meme of me making fun of Scott Todd and not having an Apple watch. So, just that alone is worth it, I think. What do you think Scott Todd?

Scott Todd: Man, I don't have an Apple watch, I didn't enjoy it, I sold it. I took a poll at dinner one night and at Bootcamp asking people do you love your Apple watch? Would you buy it again? Like 70% of the people said that they did not love it and they wouldn't necessarily buy it again. They were on the fence with it. So look if it works for you I'm happy for you.

Mark: Well I mean, you know, technology changes [00:24:27] [indiscernible].

Scott Todd: If you want to know your heart rate every minute.

Mark: Now, it's rising.

Scott Todd: It should be rising that you overpaid for a watch.

Mark: Now, it's really oh my you just said the wrong word. I think I was at [00:24:43] [indiscernible].

Scott Todd: But you're paying for a cellular data plan for that watch too.

Mark: Of course I am. Okay this like you didn't have the cellular plan before.

Scott Todd: Wait a minute.

Mark: It's improved. It has improved greatly now the '5' is out.

Scott Todd: Okay.

Mark: Whatever. I'm just trying to help you to be less distracted and less addicted to your big iPhone that has internet on it because you can get the audio books, you can get your podcasts, you can get all this stuff on the phone and then you can still be in touch with your family and friends and not constantly being distracted by the phone. It is like the perfect way to unplug without unplugging. See what I'm saying?

Scott Todd: No, you still have a leash on you.

Mike: What did you say? So you do all of your work on your phone and then you just [00:25:40] [indiscernible] watch when you want to dissociate from all the email and stuff. Is that what it is?

Mark: Yeah, yeah. I don't check. Yeah for sure it's just great that's why I like it. But anyways you know I don't want to just keep reaping on Scott Todd and bore everybody. But I do want to thank everyone and again really appreciate it. Go to TheLandGeek.com/Training learn more. Are we ready to do this?

Tate: Yep.

Mark: One, two, three.

All: Let freedom ring.

Scott Todd: Mark loves Apple.

Mike: Wow.

Mark: You know Erik is even chiming in. Erik, tell Scott what you just told me.

Erik: He can connect it with his Peloton too and I'll leave it right there. I'll leave it right there.

Scott Todd: For the heart rate monitor you mean?

Erik: Yeah and tracking his activity and all of that stuff yeah.

Scott Todd: Do they have an app for that?

Erik: I think you could probably use Strava.

Mark: Yeah, use Strava with it. How is it going Scott with that peloton? I know Erik and I are on it consistently.

Scott Todd: You know I feel like the power has shifted and like Erik is feeding you privately through chat. So I'm like...

Erik: I didn't, I didn't. I did not say anything.

Scott Todd: ...some stuff here; like I'm feeling like Erik is like shifting here Mark. Like I'm not sure what's happening but I'm going to have to talk to Erik to get him back on my side.

Mark: You know what happened, Scott Todd? The Surface happened and all of a sudden as Mac guys bonded. We're closer.

Scott Todd: Yeah, maybe. I'll just tell you though let me just tell you something I had a great opportunity to hang out with Tate this weekend and I love his Surface man.

Tate: What are you talking about?

Mike: Did he show you that at the cheesecake factory? Did he pull it out there?

Tate: No.

Mark: Do you guys have like a special moment you guys want to share?

Tate: Oh we bonded.

Scott Todd: Mark, like I see a Surface in Tate's future any minute now.

Mark: No way.

Tate: Maybe if they don't let me on an airplane with my Mac but I don't see that happening.

Scott Todd: You see that's coming. Tate is going to have a major announcement like soon. It's going to be like, 'I have a Surface' and you guys are going to be like podcast over.

Mark: Wait a second how am I going to travel to the Bootcamp if I can't bring my Mac?

Scott Todd: That's exactly the problem you're going to have, that's right. So Erik is not going to be able to be there, Bossman is not going to be there, Tate is not going to be there. It's just going to be me and Mike Zaino and you're going to be there because you're local but otherwise you're going to have to ship your computers out there. But Zaino and I we're getting on planes with our Surface's because we're protected.

Mike: And a nice attaché.

Scott Todd: And Mimi too. Mimi is going to be there because hers she's not a Mac so we're golden man.

Scott Bossman: Scott Todd you're a fear monger. [00:29:13]
[indiscernible] fear.

Scott Todd: You should have seen the TSA throwing out all the Macs in the garbage the other day like can't take it on here its dangerous.

Mike: Like a water bottle.

Scott Todd: Yeah. Like give me your water bottle, you've got razors give me those too, weapons and your Mac. Please empty your Macs before you get to the TSA line.

Mimi: Oh you're so funny.

Mark: So funny, unbelievable. By the way I just checked Apple stock it's down 10% based on this conversation. Way to go Scott Todd. Way to go.

Scott Todd: Hey you know I went to... Mark the other day literally like over the weekend I was in Vegas with Tate and we went to lunch at a very nice, like a very good restaurant by the way. We go to this restaurant but...

Tate: As we were walking to the restaurant.

Scott Todd: No, oh no, oh no we actually it was so good we had to eat there twice but that's a different story. Mark, we're walking to lunch there's this massive line like we're like what the heck is going on around and it's right by the link.. you know the big Ferris wheel looking thing. We're like what's going on around here? What's happening? We're asking people what's going on they're like they are opening the store down there. We're like what? What store? It's the Razer store. Are you familiar with the Razer store? Not like the shaving razor but the computer gaming Razer store.

Mark: Yeah, yeah.

Scott Todd: They just opened one in Vegas. The line was ridiculous, like long. They told us...

Tate: It was 2000 people.

Scott Todd: Tate and I went there the next day and they're like oh yeah 2000 people came in yesterday. We're like why? Like literally like it's the smallest store you can ever imagine, you just sell like computers, they are Windows-based computers by the way. They're just selling these computers. They're like because we gave free giveaways, they had some influencers here and because it's the only place other than the Microsoft store where you can play like whatever hot game that is coming out like in advance. It comes out today whatever game it was I don't know but like that's cool 2000 people lining up for this store, this Razer store. Tate and I walked in and we spend like what five minutes in the store Tate?

Tate: Yeah.

Scott Todd: Like nothing to see here we're out. Like we were out but 2000 people; man.

Mark: That's good marketing.

Tate: There were just really fancy keyboards and when you touched them they made so much noise. They were not podcast friendly.

Scott Bossman: Oh no.

Scott Todd: But with Krisp they might work.

Mark: Yeah, that's right. So Phoenix Bootcamp is almost full. That will be fun for sure and it's still like 80s here. So October still might be able to swim. I don't know. But usually we wait until Halloween here for sure but very excited.

Scott Todd: [00:32:12] [indiscernible] Halloween?

Mark: The weather here doesn't really break until Halloween? We don't get like the true respite of like 60s and 70s.

Scott Todd: Are we there on Halloween?

[00:32:24] [indiscernible]

Mimi: 27th is Sunday so the 31st is probably on Wednesday or Thursday after.

Mark: Okay, all right great. Well, everybody have a great week and thanks again for being on and except for Scott Todd it's just great to see everyone.

Scott Todd: I now know why you're so like upset. I know why.

Mark: Why am I upset?

Scott Todd: You know why.

Mark: Your monger about my MacBook?

Scott Todd: No, because two weeks ago when you were out and I hosted the Round Table it's like the highest downloaded version isn't it, that's what it is.

Mark: Oh my gosh, you might be... You know that might be the mic drop. My fragile ego it's subconscious. I want to apologize to you Scott.

Scott Todd: Yeah, you're going to be talking to my Mom soon too.

Mark: Yeah, I listened to that podcast and I thought to myself why am I hosting the Round Table? It was really good honestly, I even Voxed and I begged you to take it over you're like no, no, no.

Scott Todd: Well if you think being mean to me you've got to apologize to my mom.

Mark: Apologize to your mom, why?

Scott Todd: Remember when you had to apologize to Erik's mom because you were mean to him.

Mark: Oh that's right. All right...

Erik: Let's not start that again.

Scott Todd: Oh man it was like a nonstop apology session.

Mark: I know your mom is not listening to the podcast. Erik's mom is.

Scott Todd: You might have to apologize to my kids. I'm so cool I know they're listening.

Scott Bossman: That's right.

Mark: I don't know.

Scott Todd: All right Mark, I'm going to let you off the hook though.

Mark: All right cool. Well I've got 10 more minutes before I can break my intermittent fast. I'm excited about that. I kind of jumped back on that bandwagon a few weeks ago it's pretty good. I don't know.

Scott Todd: I'll tell you what killed me though is watching our friend Tate here like I'm trying to like watch my calories, you know. Mark, you know like trying to be conservative like I'm going to drink a Diet Coke or I want to eat like a KIND bar or snack. Here's Tate drinking Coke. I'm like there's 260 calories. He eating a whatcha-ma-call-it candy bar, I'm like there's 500 calories. We got to lunch I get the regular fries, he gets truffle fries. I'm like dude this carbs is killing it.

Tate: Yeah, I'm living my best life Scott and let me give you a life lesson here anytime you're offered anything with truffles the answer is yes.

Mimi: Yes, I agree.

Mark: That is a good life philosophy. You should put that in the group.

Mike: Truffles?

Tate: Sure, what are they on? It doesn't matter you want them. That's the way you need to live your life from here on out.

Mimi: I ordered it on a tuna sashimi last night.

Tate: Absolutely, because it's not going to ruin it. You know it's not going to make it worse.

Scott Todd: Mark, the next time you're in Vegas, Tate and I have got this spot to take you.

Mark: I'll tell you what I'm honestly like I'm getting hungry enough. If it's a 45 minute flight Tate I could take a lift over to this restaurant to meet you there.

Tate: Sounds good.

Mark: I've got to be back. Well actually I could fly back out like in the afternoon or eat and then fly back out because I've got another call in a little bit but then I could that while with you. It's not that big of a deal but let me check first.

Tate: Yeah, yeah.

Mark: All right Southwest, I'm not joking by the way. What's the flight? You had me at truffle. Is there site where I can get like a last-minute flight really cheap?

Scott Bossman: You should book it for tomorrow it will be much better.

Erik: You didn't even ask Tate if he was free. What if he's got plans?

Tate: No, I'm always free.

Mark: That's true. That's how I know Tate too he's like yeah. Alison is like aren't you going to be with the baby? No, no, no, Mark's flying in for lunch. Okay so Phoenix to Vegas let's see leave today, I can get a flight today, return today, search. Have you eaten though? It's kind of a late lunch for you.

Tate: What's that?

Mark: Have you already eaten? It's a late lunch.

Tate: I can make room for it again.

Mark: I could be there by... It's not going to work. I'm not going to get there until 3:10.

Erik: You have to go for tomorrow.

Scott Todd: I can't believe that we're dragging this podcast out for this hypothetical situation.

Mark: I know. This would be a \$500 lunch to fly one day. Worth it though and I get to see Tate.

Tate: It's good.

Scott Todd: I'm not sure its 500 though.

Mark: If you live down here you could even hypothetically think of it as an option, but you don't.

Scott Todd: Well listen, if I lived out there I would be like come on Mark just get into the plane and I'll fly you out there.

Erik: Oh!

Mark: All right mic drop. Okay thanks everybody, bye.

Tate: See you.

Mike: See you.

[End of Transcript]