



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. We've got the usual suspects today on the Round Table. We've got the 'Technician' Erik Peterson. Erik, how are you?

Erik: I'm good.

Mark: Good to see you. We've got the 'Zen Master' breath in the mailing, breath out the marketing. I'm already feeling calmer looking at him. Mike Zaino, how are you?

Mike: Fantastic, great to be here.

Mark: And my heart just skipped a beat out of fear. The most feared woman in the country the 'Terrorist Hunter' Mimi Schmidt. Mimi, how are you?

Mimi: I'm great. Cards are winning, Nationals are winning. It's all going well.

Mark: I can't believe DC still kept their baseball team Bryce Harper left.

Mimi: It's all good right now.

Mark: It's all good.

Mimi: We'll see how it goes.

Mark: All right. We've got the 'Dude Buddy' eating cheese Kurds, Scott Bossman the Nite Cap OG. Scott, how are you?

Scott Bossman: Great Mark thanks.

Mark: You're not really eating cheese Kurds. I like to just...

Scott Bossman: I will be here in about half hour.

Mark: You know exaggerate. We've got 'I love it when you call me Big Poppa' Tate Litchfield. Tate, good to see you.

Tate: Thanks, happy to be on.

Mark: Good to see you and last but not least we've got Scott Todd from ScottTodd.net, LandModo.com. If you're not automating your Craigslist and your Facebook postings PostingDomination.com/TheLandGeek and the knowledge bombs, InvestorNinjas.com. Scott Todd, how are you?

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

Mark: I'm great. We've got a new topic for the Round Table it's a head scratcher. Scott Todd, what will be discussing this week on the Round Table?

Scott Todd: All right so somebody asked in The Land Geek Motivation Group if it would be okay to sell wholesale to like the various platforms. Like you buy a property for pennies on the dollar like we do instead of going out to Craigslist or Facebook or eBay with the normal retail price could you then sell it for what would be the wholesale price on these large platforms? Is that a good thing to do? I mean could it generate sales? Why would I want to do it or why would I not do it? Let's see what everybody says.

Mark: All right that's a really interesting topic. I have a very, very strong opinion on this, but I will bite my tongue until the end. Mike Zaino, let's start with you.

Mike: Well, first of all I personally don't think, I saw comments that this person would destroy the market. I don't think it's possible. I think land is inefficient. I think that if somebody is out there I don't think that they would destroy the market but should they go to... If you're going to put the effort and go on eBay, put the effort and go on Craigslist I'd say just sell retail. You know put that effort in and get as much from it as you can. I mean you're putting all that nice effort in get us much money as you can. So yeah I think that it's okay if you really want to do that go to eBay. I do think that eBay is the bottom of the barrel when it comes to pricing. I think you can do a good terms deal on there. I think by the terms of cash pricing and what not that traditionally is I would consider the bottom of the barrels. Those are people that are like... What's that place Mark remember from *Star Wars* where they go in the canteen there where they... what's the name of the place?

Mark: Yeah, the...

Scott Bossman: Mos Eisley.

Mike: What is it?

Scott Bossman: The Mos Eisley Cantina.

Mike: Mos Eisley Cantina so that's eBay. Like there are so many people in there and there's just like, "You know my son bid on that I'm sorry." There's all these kind of weird people in there but the reality is it's a really competitive flea market. You can get bottom of the barrel there anyway typically that's why we don't typically recommend that right away. But anyway short answer is I don't think you would destroy the market, land is inefficient, I think that you could sell for a thousand dollar and then the guy that was the lot next to you can go sell it for 6000 on terms. I think that is very probable and so if you want to go ahead. If you're going to put that effort into it why not list it on retail then.

Mark: Yeah, yeah absolutely. I kind of got sort of off-track after Scott Bossman knew the name of the *Star Wars* Cantina and I just started looking up *Star Wars* trivia to try and thump him but I thought your answer for the part that I actually listened to it was really excellent because the market is inefficient and there's you can't necessarily ruin a market but I do have a

strong opinion that I will save to the end. Nite Cap OldG sober Scott Bossman, what's your take?

Scott Bossman: So yeah I guess my viewpoint is I understand why people need to wholesale especially when they're first starting out in this business the need some cashflow. Maybe they have a little bit more inventory, maybe they are wanting to generate some cash flow for other deals. I think for velocity sake, honestly, you're going to get a ton of more valuable leads just posting in our Facebook group than you are on eBay or Craigslist if things are priced appropriately and it looks like a fair deal. You know if you can get if you're selling to another investor who can make double their money cash, triple their amount of money on terms I think you're going to get a lot more bites in the Facebook group first and I think that would help prevent some confusion in the market with some leads on those other platforms on Craigslist and eBay. So I guess that's my take. I would go for the fast and easy deal and use velocity to my advantage by posting it in one of our groups I think it would go quick.

Mark: I like it, I like it and I actually did focus the entire answer on that Scott.

Mike: Of course, it's Scott Bossman.

Scott Bossman: Right.

Mark: Yeah, and I'm going to use my Forest app now to not look at *Star Wars* trivia during the entire podcast. Let's go to the 'Terrorist Hunter' Mimi Schmidt. Mimi, what are your thoughts?

Mimi: I guess in those investor heavy counties I'm already seeing that the newer folks are offering a lot more in their mailings than the original offer prices were when they came in. So my cost are doubling right on the buy side and if someone were to go in and start selling wholesale on the retail side that just really squishes my margins right. So there are so many great place like Scott was saying for us to sell wholesale to each other that sell quickly. I sold two to Scott last week and he already sold one of them.

Scott Bossman: I sold one already.

Mimi: I saw it. I liked it on your Facebook group. So there's a lot we can help each other out on the wholesale side. So I don't see a reason to go and just squash those margins any more than they already are.

Mark: Okay, let's not move to Erik, Scott or Tate yet. Let's just stop there. Walk us through your two deals. So Mimi what did you buy it for? What did you sell it to Scott for and what did you sell it and how did you sell it?

Mimi: Okay I used to get them for 900 in this County. Now the wholesale is 1800 because of newbies going in and not really doing their homework. So it's doubled in the last two years the buy side okay. So I saw somebody wholesaling it out on the motivation group for 1500 so I bought them quickly and I thought what the heck I'm not even really interested in that subdivision of the County I'm in but I thought well maybe I can wholesale them quickly, get some cash for another big deal I'm working. Sure enough Scott hit me and asked me about them I thought what the heck. So I had two of them I only made about \$600-700 on that deal but I just took the cash, moved on, I needed that money back to buy and sell a really big property. So it helped me but literally my margins are so squashed. He will sell that for 5000, right? Which he could have bought it for 9' and sold it for 5'. We're buying them for 15 and 18 and selling them for 5'. So it's just cutting into the margins. If that person were to go and sell that property for \$1800 wholesale on the market there would then be no margin.

Mark: But you made 600-700 dollars in a day cash.

Mimi: Yeah.

Mark: I assumed working with Scott Bossman is not a frustrating process it's like send an email he sends you the money, you deed the property and it's kind of done which isn't like dealing with like a Tate where he's going to beat you up on the deal.

Mimi: Yeah, I made a couple of hundred bucks and I only had the properties for less than a week probably.

Mark: Yeah, I'm just kidding Tate. You're fun to work with.

Tate: I'm pleasant. I'm a pleasant guy.

Mimi: Yes, I bought wholesale from Tate too yes.

Scott Todd: I mean Mark but what Mimi just did I think sometimes people don't think the way that she thinks. Like you see like if you go and you watch a show like, I don't know, *Pawn Stars* or some other show you know there are whole deal is I'm going to buy things that I know I can make money at. You know like I mean you could do this whole thing with land. If you knew the pricing very well man you could go to a Goodwill for pits sake.

You could go to Goodwill and start looking at their jewelry at Goodwill and you could find watches that maybe are discounted because maybe someone donated them and Goodwill doesn't know the price they go and they start to sell them. You can go to Facebook groups and yeah okay you make a couple of hundred bucks each or something. Look, a lot of times people think like big dollars but a couple of hundred bucks man like okay it's not moving the needle in Mimi's life, but think about what she's doing. She's literally picking up an asset she's seen that she knows is undervalued she picks it up, she put in her pocket, she finds somebody that wants to buy at a higher price, which is buy low sell high even if it's a couple of hundred bucks. What does she have? She's got a few hundred bucks at the end of the week that why she can do it. I mean that's a thousand/six hundred bucks. A thousand bucks that's a car payment a month. That's you know it's you can have a nice weekend somewhere.

Mark: Like for Mimi that's like a normal bottle of wine on the weekend.

Scott Todd: But I think a lot of...

Mimi: Turn the money, turn the money.

Scott Todd: Yeah, there you go a lot of people miss that one piece it's not about maximizing the value. I mean you honestly yeah you want to buy for 900 like Mimi is talking about and sell it for 5000. However, if you can pick up these assets that you know are worth a few dollars more guess what? That you're making money, that's your milk money; it's your lunch money. All the money adds up man like pick it all up, put in your pocket and then sell it and do what Mimi did that's a genius strategy to make more money. It's creating money from thin air.

Mark: I agree and I like that Mimi was just so intentional about it. She's like okay I need more money for this bigger deal, in an area that I like more than this area, where it seems it's overpriced. So she got rid of it, she got velocity of money and I wholeheartedly agree with what she did. I think it's phenomenal strategy but then on the sell side, on the retail side Scott Bossman how long did it take you to sell that parcel and what's your deal going to look like?

Scott Bossman: So it took me a week. A week of heavily marketing it, to my buyers list, Facebook and Craigslist. My numbers on this deal are amazing. I mean when you look at annual yield. So, I sold it for 99 down with a 249 doc fee and 135 a month for 48 months. So, my money is out in about 10 months and it worked out well for me. I like the area, it seems to me -I don't know - I worked that area before I thought it might go on my

buyers list. I had another guy that I thought might be interested in it but it worked out for me and I think it just goes to show that, you know, again as long as you're putting in the motion with your marketing these things are going to sell. So I was excited when I saw those properties for Mimi.

Mark: All right great, great. Well moving on the same question to the 'Technician' Erik Peterson what are your thoughts?

Erik: So I think, you know, you can go out there and market your property at whatever price you want, wherever you want. However, if you're talking about putting something out there at wholesale prices it just makes way more sense to do that within the community just from a kind of ease of use standpoint. I mean if you're going to advertise that property in the community you know that the person on the other end of that deal is going to be reputable, they're going to pay when they say they're going to pay and they're going to trust you. So it's so much smoother than going out there and putting that property real cheap on eBay or on Craigslist where people are going to question who you are, they are going to questioning whether this is a scam or not and by the way by putting things out there at a at a lower price significantly lower than the market it will create more skepticism because it's like for this is too good to be true when everything else in the area is twice this amount or three times this amount whatever it is. So those are all things that don't really make it ideal to go out there and advertise wholesale prices and I would say you know I mean think about you know any large company that's a brand you know. Nike for example they wholesale to retailers but they don't go out and wholesale to the individual customer. You know it's kind of the same thing in the land community like go wholesale to retailers; others land sellers but don't go out and do in public.

Mark: Yeah, I think that's a really, really good point. In fact, so good I'd like to steal it on a couple of blog posts or something and give you absolutely no credit Erik Peterson.

Erik: That's fine, I don't credit.

Mark: No I'm kidding of course I will give you credit. Tate, what are your thoughts?

Tate: You know I don't like racing to the bottom right. If you've got a good thing going, you bought right on a piece of property and you're going to make some money I agree with what everyone else said. If you need to flip it and you know snowball that money into another deal or a bigger deal go

for it but you know we have a nice inefficient marketplace that I believe will always remain inefficient, but it doesn't hurt to have friends.

I mean I saw an example this last week on the Facebook community where a current Flight School students went through the Investor's Toolkit and they read the article or the section where Mark talks about more deals than they can handle. This Flight School attendee basically got to a point where their mailing was so effective that they had more deals than capital. So they tied up all these properties, they were going to go through the closing process and they went to the Facebook group and said hey I'm looking for somebody to help me sell these properties. I saw the message, I looked at the properties they were in a County that I didn't work in. So I forwarded them all onto one of my coaching students online. He looked at that set of properties, decided not only did he want one he wanted three or four of them, bought them. The person who was selling them made some money. They can go out and buy a couple of new properties and the guy who bought them is going to turn around and sell them for 400-500% ROI. So we just got such a good thing going. I just don't think it'll be easier to do what you're trying to do anywhere else. I mean you can try it on the retail side of things, but why race to the bottom. Because if you start selling them for way below what everybody else is you know you're going to have some unhappy colleagues out there put it that way.

Mark: Yeah absolutely. I couldn't agree with you more. Scott Todd, what are your thoughts?

Scott Todd: I mean I would say go to [Landmodo](#) and list on [Landmodo](#) on the wholesale group there. Like just go to Land Modo put a wholesale price on it that way other land investors can see it on there when they login to look for wholesale properties. Use the motivation as well. Use whatever channels you have. Now I will tell you that when I got going right after my very first Bootcamp I had a situation like I needed cash. Like Mark I got to my first Bootcamp I had purchased five properties, I had sold four of them on terms and I had one left and I needed the money. So what I did was I took your advice which was I went to eBay and I put it on eBay but the way that I did it on eBay was instead of doing it to where you would bid up and you know the highest bidder would win what I did was I did a 30 day auction there. When I did the 30 day auction I put the price that I thought was the retail price on there and I also put or best offer and I allowed people to make an offer. Then what I did was I had eBay basically nix any offer and like decline any offer that was below what I wanted. So now all of a sudden let's say I really wanted like what I wanted was like 5500 for the property it was a 20 acre in northern Nevada I wanted 5500 for it and I put 5500 or best offer. Actually 4900 or best offer. What happened was somebody came along and I say anything under you know 3750 kill it. So, decline it and eBay

went to work and did the work for me and then I had a guy offer me \$3900 for the property and I was also charging a \$497 doc fee on there. So basically, it was going to work out to be like \$4400 for the property and what I did was before I accepted his offer, I sent him a message and I said hey I need to talk to you. Can I get a phone number to call you or can you call me and we exchanged phone numbers. I called him and I'm like listen I will accept your deal. However, I want to make sure that you understand that there's a \$497 doc fee. So before I closed it through eBay and accepted his offer I got them on the phone and we still closed through eBay but basically what I did was I did end up wholesaling that property because it was worth probably more than that but the true price was never really disclosed out to the marketplace.

Then what I learned through that processes is you know if you build your buyer's list correctly and you build your buyer's list well there's no reason to go out and to start to market this lower-priced property onto the marketplace. What you should do or what you could do is you can go out there and collect the email addresses like we teach. Go out there and collect it full retail price, and then what you do is you do something very cool. You go to your buyer's list, which is stealthy right. It's under the radar, it's in your own little contained world, you can make up whatever you want. You can go hey listen one day flash sale this property, this amount of money and now if you're going to do that because you feel the need to do it which I don't like the idea but if you feel the need to do it well then do it under the radar but not in the general marketplace. That's not cool to do it in the general marketplace. Bring it back to your buyer's list and treat your buyer's list like you're their rich uncle. Like I got deals for you man. I'm going to give you my best deals and your buyer's list will love you for that.

Mark: Yeah I mean that is such a great strategy Scott Todd and so many people when they first start out don't really think about their buyer's list because Land Modo has made it really easy and Facebook and Craigslist and all our automation tools but the one thing that you own, the one asset that you really own is your buyer's list and it's true it doesn't signal to the market that the price is this because it is stealthy. I love what Erik said about Nike. I really love what everybody said. Tate, racing to the bottom, if I had paid any attention to what Mike said what Mike said was probably great too, and Mimi and Scott as well. But living through the ups and downs of a market in an area I've actually had a wholesaler ruin the market for me on eBay doing exactly what you're discussing and it was no fun to go through that and you really I was upset. So of course, being the shy person I am I did call him and say you're ruining my market and he was like so. He's like this is my business model I'm Walmart. I said well I'm Nordstrom so I'll buy everything from you don't even market it and he said okay. So, I just literally created

my own wholesaler and said the only way that I will buy from you though is if you don't market any more on my very lucrative channel and he was happy with it. So, if you do think that it's really a smart strategy to go to general marketplace and you know essentially underbid everybody don't. Come to us we'll buy it, we'll buy all of it. We'll take it down, no worries and that way we're keeping the market where it should be and it's not going to get ruined because you're racing to the bottom essentially, which is a long-term terrible strategy anyways, I don't know I was kind of wordy there. Any other thoughts? No, I feel like there is Scott Bossman *Star Wars* analogy here, somewhere.

Scott Bossman: Scott Bossman *Star Wars* analogy what would it be?

Mimi: The one where is it Obi-Wan, "These are not the properties you're looking for."

Scott Bossman: There you go use the Jedi mind trick.

Mimi: All those wholesale properties yes.

Scott Bossman: These are not the platforms you should sell wholesale in. I like that.

Mark: Awesome, awesome well I thought that was a really good topic Scott Todd and something that if you do you have additional questions about it you know certainly email us directly or go to the Facebook group but I think it's pretty clear that you don't need to go to these general marketplaces where people are retailing properties to wholesale. Go to the Facebook groups, go to [Landmodo](#) there's a spot there, go to us individually we'll buy it and that way it's very stealthy. Go to your buyer's list and you're not essentially ruining a market and if you don't care about that then okay that's fine as well too but the market is the market and it's a jungle out there.

Erik: But I would add too like not only is it kind of the right thing to do is I think kind of what we're saying is to come back to the community but it's also a lot easier. If you're going to go market on all of those platforms it's so much work. Why would you want to take a smaller profit you know just wholesale it to the community its easy.

Mimi: All it costs is recording fees. The platforms cost you a monthly payment every month. Wholesale it all it costs you is recording fees. You're right it's cheaper and easier.

Mark: Right. It is kind of like saying hey look I'm having a garage sale every week. Who are you attracting at the garage sale? The people that will never buy retail from you, they'll constantly be negotiating. You're training your buyer's list to only buy at the lowest price. Again racing to the bottom, to quote Tate Litchfield is not a good long-term strategy.

Tate: A hard hustle.

Scott Todd: And Mark when you attract the buyer's like you were just talking about the garage sale buyers they will make your life much more miserable okay. Like I think we can all talk about that. I mean would anybody disagree with that statement? Like the worst buyers I ever had were the ones where like the payment was low or something. Oh my gosh man have I got stories, I got stories, I got a PTSD from one guy so that's a long story.

Mimi: [00:27:19] [indiscernible] they're the first ones to default and he first ones that want to live on the land and destroy it.

Scott Todd: Don't do it.

Mark: Right, to quote one of our favorite Bootcamp sayings redneck default. If you weren't at Bootcamp you don't get the joke.

Scott Todd: Speaking of Bootcamp Mark like it's coming up.

Mark: It is coming up. Is it two weeks, three weeks?

Scott Todd: This comes out next, this comes out on the 15th.

Mark: Two weeks.

Scott Todd: You've got two weeks. IF you have not been to Bootcamp man I would try to get in.

Mark: I don't know if we have any spots left honestly but if yeah I mean you could try. If someone drops off last minute get on the waiting list.

Scott Todd: What about like offering a higher price to get into the door. I mean it's free what if you offered to grease the door man and someone did who is not paying or got the lower price we get to boot them out? That wouldn't be cool but you know I'm just saying.

Mark: Actually Bootcamp is not Club 54 Scott Todd.

Scott Todd: I'm just saying like this time, this time we've got a new setup this time there might be a doorman at the door that can for the right amount of money get you in.

Mimi: Its better, it's better than Club 54.

Mark: It really is.

Scott Todd: It is better than Club 54.

Mark: It really is and there's no hangovers, there's no regrets you know it's really is phenomenal. I love Bootcamp. I'm really excited and I do think that speaking of Bootcamp we should let everybody know that today's podcast is sponsored by you guessed it Flight School because with Flight School comes the Investor's Toolkit and with the Investor's Toolkit is included our two free tickets to Bootcamp. So with one investment in Flight School you get the do it yourself Investor's Toolkit, you get the two free tickets to Bootcamp and better is that you get Scott Todd leading you over 14 weeks executing in real time on this business: you will make offers, you will mail make offers, you will do deals in real time with your Flight School class. It is phenomenal to learn more go to TheLandGeek.com/Training. So, I thought this was a really great Round Table actually and a really great topic.

If you're getting value from the Round Table please email to a friend that you know could improve their lives a little passive income. If they have solo economic dependency which means if they're not working they are not making any money help them out. Send it out on the inter-webs, maybe go on the Instagram or the Faces or Tweets whatever they are called and share it and certainly do us these three little favors. Subscribe, rate, review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we're going to teach you How To Double Your Money 30 Days or Less With a new course teaching how to do it properly which is going we'll give you that for free as well as the *Passive Income Launch Kit* which is normally 97 bucks TheLandGeek.com or Support@TheLandGeek.com. Send us that screenshot of that review we'll send you for free. You know I'm still got that *Star Wars* trivia on my head so I can't really get it out. Concentrate on two things at once. So, are we ready to do this? Oh wait of course we're not done. Who is doing the tip of the week?

Mimi: I'll do it. I was ready in case you said something, but I was going to let it slide otherwise.

Mark: Mimi, there is tradition here. What is the tip of the week: a website, a resource, a book something actionable for the Art of Passive Income listeners can go improve their businesses, improve their lives. What have you got?

Mimi: So, I found this site called OutdoorPhotographer.com and in it you can search like the national parks and in there it will give you a lot of different information about the local area that you can use for your ad copy and it will also even tell you the best times of the day to have your photographer go out and snap photos. So if you're training a new photographer like I found a couple of them on Bark.com and I give them instructions now I can tell them go towards sunset and even if you click on the link, scroll down it will tell you the closest other sites nearest to that national park. So I just thought it was interesting and it has great photos of the local area if you want to use them for your ads too.

Mark: Very cool, very cool I love it, I love it. Well I want to thank the listeners again. Please support the podcast, again send us a screenshot of that review to Support@TheLandGeek.com we really, really appreciate it. All right, we ready to do this? One, two, three...

All: Let freedom ring.

Scott Bossman: Ring.

Mark: I see Scott Bossman did a nice delay there.

Scott Bossman: I realized I was muted and hit the unmute too late.

Mark: All right. Mike Zaino what's going on with that name over there, Scott Bossman as well?

Mike: My name? Listen when I was speaking I figured Scott Bossman you know slash Scott Bossman as well.

Mimi: He wants preferential treatment too.

Scott Bossman: He wants some attention Mark.

Mark: Do you feel Mike that Scott's getting more attention on this Round Table than you normally would?

Mike: [00:33:33] [indiscernible] I'm not the only one that has ever pointed out there's a trend here. Yes, Dude Buddy, OG gets big perks.

Mark: He gets really? All right well look maybe it's just out of my awareness and you know I should be spreading the Round Table love. I'll just say that Mike when you speak my resting heartbeat goes down about five beats. I just feel very you know just very zen and very happy. When Erik Peterson speaks I have to say that I feel little smarter in some way that Nike analogy was one of those analogies where I just thought man he really just said something that I wish I would've said and instead of going into a shame spiral that Erik is 10 times smarter than me I just said look I that's awesome I'll probably have to steal that and give you no credit which is obviously a joke. And you know Tate is always feeling the love. Right Tate?

Tate: Always yeah.

Mark: Yeah and Scott Todd of course you know, you're good right?

Scott Todd: I'm no Scott Bossman but it's okay. All right we all know the love affair.

Mark: What I mean you know you and Mimi are team Microsoft so I feel like there's a little edge there for the two of you.

Scott Todd: What do you think Bossman has?

Mark: And Zaino has jumped that.

Scott Todd: What does Bossman have?

Scott Bossman: I'm a Mac guy.

Scott Todd: Oh I see, I see what's happening here. So Zaino, Mimi and myself and Tate we're all together.

Tate: I don't have one of those, no, no, no.

Scott Todd: You've got you to admit it finally.

Tate: No, I do not have one of those. I'm going to continue with my troublesome MacBook Pro.

Scott Todd: The troublesome...

Mark: Troublesome?

[00:35:50] [indiscernible]

Tate: Just because it's troublesome doesn't mean it's not amazing.

Scott Todd: Listen when you guys get banned from an airplane I'm going to laugh. Laugh and you show up to Bootcamp and you can't have your computer with you. You will be like I had to ship it to myself.

Mimi: I've got to wing my...

Erik: We're not going to show up at the Bootcamp if we can't bring our computers.

Tate: Yeah, you won't be laughing when you've got to do everything there big guy.

Scott Todd: Mimi, Zaino and myself or Scott Bossman as well or not the three of us we've got it.

Mark: Do you guys ever have stress dreams before Bootcamp like you forget something? I do.

Mike: I don't have Bootcamp, I have with the fire department where I would go to a fire where I don't have my gear that's pretty stressful kind of but not for Bootcamp.

Mark: Yeah, that's exactly my dream Mike is I show up and I forgot my laptop or the... Usually it's my laptop.

Mike: Yeah not being prepared. It's must be a common theme then when somethings [00:36:56] [indiscernible] because I've had those and it's just really an awful feeling.

Mimi: But that's why we prepare a day early.

Scott Todd: A Mac is very forgettable. I'm just saying.

Mark: Yeah and then in the dream I'm hearing this from Scott Todd, "Oh you forgot. Of course, you forgot your laptop. Here use my Surface." And then like of course during the presentation it doesn't work because it's a Surface, it gets a virus.

Scott Todd: One day at Bootcamp someone like you maybe you're going to be like Scott can I borrow your Surface oh my computer has crashed or it's updating now right now and it's taking forever to update.

Mike: Be careful though at Bootcamp not to let Tate touch your Surface again like last time.

Scott Todd: Exactly, Tate is banned from five feet around it. He purposely spiked it with something, I don't know.

Tate: No, no, no. That Surface is faulty.

Scott Todd: Listen I see Tate at Flight School live he's like Googling over the Surface. He's like he's on the fence. He is on the fence and I think all he needs is a little push. Little push and he's on my side Mark.

Mark: You know what though I think Tate and I are going to go during the VIP lunch to this new Indian buffet Khazana. Tate it's literally like saving your trip to India. It's like the Saag it's amazing, its so good.

Tate: Let's do it. I'm game.

Mark: Yeah, or maybe you know what staying an extra day and we'll have like what we will call the Tampa foodie day because oh Scott Todd's Tampa food was so good. I've got places.

Scott Todd: Oh, I see jealousy coming out.

Tate: You will have to step up your game a little bit Mark. I mean the pressure is on Scott did deliver last time. We only ate at Panera twice over the three-day period so that was nice, but you know.

Scott Todd: Not true, fake news.

Tate: We didn't eat at Panera, we ate at CheeseCake.

Scott Todd: In fact, I got [00:39:08] [indiscernible] Tate going to the CheeseCake factory.

Mark: All right Mike and Mimi should we have an East Coast, Bootcamp in 2020?

Mike: Yes, I was wondering when you're going to release the qualitative date for 2020 Bootcamp.

Mimi: Yes.

Mark: But do we do Tampa or Orlando?

Mike: Well I've never been to Tampa, so I vote Tampa.

Mark: Tampa.

Tate: I thought we were doing Nashville.

Mike: I vote Tampa.

Mark: Is Nashville east coast? That's Midwest, isn't it?

Tate: It's close enough.

Erik: No.

Mike: What time zone is that Nashville?

Erik: Neutral.

Scott Todd: You could do Atlanta.

Mark: It really?

Tate: That's on the East Coast time.

Scott Todd: Atlanta is East Coast time.

Mark: Mimi is saying yes. Mike Atlanta?

Scott Todd: It is easy to get to.

Mimi: So easy to get to.

Mark: It is?

Mimi: Yes.

Mike: We have club cakes in Baltimore.

Mimi: I'll suit it up. I'll go seek that out.

Mark: I feel like Tate won't go if there's not a fishing spot.

Tate: That does help grease the wheels a little bit.

Scott Todd: Of course he can fish in Georgia. He can go he will hillbilly hand fishing. What are you talking about?

Tate: No way I'm doing that. That is scary.

Scott Todd: You wouldn't do that Tate? You wouldn't go hillbilly hand fishing.

Tate: No, I would never. Scott let me explain this to you you're going to be on your hands and knees,

Scott Todd: Wait, wait, wait I've got to catch you up, I've got to catch you up hold on. I'm going to let you get to it but hold on one second. Mark, I think we need to have a team build where we all go hillbilly hand fishing including you.

Mimi: Mark, have you seen those videos? The guy is rappelling with these huge catfish in the mud.

Tate: People die doing this.

Mark: I would love to do that but I think who would do the team build is Telluride. Who's up for Telluride in March?

Tate: It snows there so Scott and I are probably...

Scott Todd: Erik is out too.

Mark: Erik's out. It's tough to get to though.

Tate: Yeah, let's go to somewhere where we can get warm man.

Mike: Mark, doesn't even own a snow jacket.

Scott Todd: Who owns a snow jacket?

Mark: I do. I only wear it...

Scott Bossman: It's called a parka.

Mark: Parka.

Mimi: It's just a parka for Scott as opposed to a full blown...

Mark: Bossman is like it's 20 below this feels great. He's like in shorts and a t-shirt.

Mimi: And a wind breaker.

Scott Todd: Shuffling the snow into his own mountain out there.

Mark: Exactly. I think he still has snow from last year on his lawn.

Scott Bossman: Just melted.

Scott Todd: It just melted.

Mark: Scott, do you own a freezer?

Scott Todd: Do I own a freezer?

Mark: No, no Scott Bossman 'Dude Buddy'.

Scott Bossman: We do own a freezer but it is nice in the winter if the freezer is full you just throw it out on the backyard it's right next to the kitchen. You're good to go.

Mike: What do you think about getting...? I saw someone was talking about one of those you know those fridges you store like lots of food in but they use it with ice baths. Maybe we should do it in 2020 we should all get those ice baths it's supposed to be very healthy for you.

Tate: No.

Mark: I'm still doing the cold shower thing and I love it. You still doing it?

Mike: It's 15 degrees in your area, isn't it. Cold shower in Arizona?

Mark: No, it's getting a little cooler now. Like the mornings are cooler. It's all relative.

Mike: I do take cold showers. Part of my morning routine is after the steaming room is the cold shower.

Mark: Yeah, your morning routine is so good. There's a new health club that's being built like right by my house and certainly I don't need to join a health club but I do need to compete with your morning routine and I've got now two supply razors, I've got the you know badger thing. I just need to go to the spa. What's it called the...

Mike: The sauna and the steam room.

Mark: Yeah, so I need the sauna and steam room thing, the cold shower, shave and then the whole time I'm doing this Facetime you.

Mike: Maybe the guys in the steam room will feel weird about that.

Scott Bossman: Yeah.

Mike: So, I take the morning, I do all the difficult things, work and stuff and then like I haven't [00:43:20] [indiscernible] but I don't eat. Like I will eat one meal a day again. So I'll go like today we're going to go after we get off the podcast I will go do the whole routine, then I'm going to go get some fish and chips and some whisky and that will be my one meal for the day.

Mark: Wow. Mimi, what do you think about this whole intermittent fasting thing?

Mimi: You know when he mentioned that it might be screwing up with his metabolism, I don't know I can't do it.

Mark: You can't.

Mimi: I eat throughout the day and I think it keeps my metabolism moving and you know what I'm learning is that it really depends on your body type. Like I mentioned my husband tried that one diet and he lost 10 pounds and I gained 4 and [00:43:56] [indiscernible]. It may work for him that won't work for me.

Mike: Mindset though the fasting I think truly puts you in a Zen mindset when you get over that hangry part and you go to the zone you're like shh.

Mimi: I'd have to go without wine and cheese.

Erik: Isn't that what Ernest Shackleton said Mark what separates men is those that can deal with hunger.

Mimi: Wow.

Mark: Maybe. I don't know. I think honestly what separates men is do you know *Star Wars* trivia or not. Scott Bossman, bring it in, bring it in man. Hug it out.

Mike: I feel like you can be a good Chewbacca impersonation Scott Bossman. I just go this feeling.

Scott Bossman: No way I'm doing that on air.

Scott Todd: Do it.

Mark: When is the Nite Cap musical? You could incorporate like a Chewbacca thing, like an intro Chewbacca.

Scott Bossman: All right, we'll incorporate some *Star Wars* in the next one. Nite Cap by the way Mark I don't know if everyone is aware of it now we have a set time every week Wednesdays at 10:00PM Eastern.

Mark: Oh fantastic. I jumped on for like a few minutes last time it was great.

Scott Bossman: It was awesome.

Mark: Matt Forbes I think was just hammered by the end, just hammered. I mean I was a little worried honestly after watching it.

Mimi: I love it.

Scott Bossman: I've got to bug out guys.

Mark: All right.

Scott Bossman: I've got a call.

Mark: See you Scott. Well thanks everybody because now that Scott Bossman has got to leave like why should we continue to do this?

Scott Bossman: It's over.

Mike: What's the point?

Tate: See you guys.

Mark: Just kidding. All right I'm really excited to see everybody in a few weeks at Bootcamp that will be awesome and yeah see everybody later. Have a good one.

Tate: See yeah.

Mark: Tate, Indian buffet man.

Tate: Do it, I'm game.

Mark: All right.

[End of Transcript]