



THE LANDGEEK

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

Mark and Scott Todd talk with: Mike Zaino - [ThreeLandGuys.com](https://www.threelandguys.com), Mimi Schmidt - [PartNParcelProperties.com](https://www.partnparcelproperties.com) and Scott Bossman - [LandBosses.com](https://www.landbosses.com) on The Land Geek Round Table

Transcript

Mark: Hey, it's Mark Podolsky - the Land Geek with your favorite niche-y real estate website [TheLandGeek.com](https://www.thelandgeek.com) and on today's Roundtable we've got the usual suspects. We got the Nite Cap meister, 'Dude Buddy', the Nite Cap OG - Scott Bossman. How are you?

Scott Bossman: Great Mark. How are you?

Mark: I'm great. Good to see you.

Scott Bossman: You too.

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

Mimi: I'm great, recovering from Bootcamp. How are you?

Mark: I'm great, I'm great. I slept all day. I feel good. Then we've got the Zen master - breath in the mailing, breath out the marketing - Mike Zaino. Mike, how are you?

Mike: I'm doing great Mark and I'm actually dressed in your honor, in the honor of your love of country music as I recently found out. I've got Marlboro jacket, a peterbilt hat and just loving it.

Mark: You know hey look I appreciate it, I really do and I know there's a country-western joke in there somewhere but I just don't have it right because I've got introduce you know him, you love him Scott Todd from ScottTodd.net, LandModo.com, and if you're not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek and of course learn anything about anything InvestorNinjas.com. Scott Todd, how are you?

Scott Todd: Mark I'm great. How are you? I do have a question for you.

Mark: Great and I will answer with country twain.

Scott Todd: What is your favorite country music group?

Mark: That is an excellent question that I've not thought about, but I would say that because Mike Zaino like I think a year ago on the podcast was talking about Johnny Cash. Does Johnny Cash count?

Scott Todd: I mean, technically he's a country music star yeah, yeah.

Mark: Okay yeah.

Scott Todd: Okay well that's good.

Mark: I mean the thing is like it's not that I don't like country music. You know what it is; it's the same thing with Mexican food for me. I love Mexican food, I just prefer Thai, Chinese and Japanese and French or whatever but it's not like I wouldn't eat it, it's not like I wouldn't listen to it. I just don't think about it like that.

Scott Todd: You just are not a consumer of it.

Mark: I'm not a consumer of it, yeah exactly.

Scott Todd: Yeah.

Mark: But there's some great country music out there now for sure.

Scott Todd: Yeah, that's been for years, decades maybe.

Mark: Fastest-growing genre.

Scott Todd: That and NASCAR man. I don't know if NASCAR is still the fastest growing anymore.

Mark: I don't know. Anyways I do want to just mention that today's podcast is sponsored by Flight School. In 16 weeks we're going to take you up that land investing mountain quickly, efficiently and safely just like if you were going to climb Mt. Everest would you go alone or would you want to go with Sherpa who has been there and done that a thousand times? That's what Flight School is about to learn more TheLandGeek.com/Training.

So, Bootcamp in Phoenix was amazing, wasn't it? Just really quickly, Mike Zaino what was like your biggest sort of take away from that Bootcamp?

Mike: Yeah it was amazing, and you know I just can't get over how many, you know, just incredible people we have in that community. I know we say it over and over again, it sounds redundant but the fact that the couples that are in there, the people that are partnering together, people of families with fathers and sons and people came up to me and said, you know, this is incredible to see that.

You know that this is a business and you can work with someone that you love like you can work with your father, you can work with your brother, you can work with your husband, your wife and it is. This can bring people closer as they struggle together to develop the passive income and literally change their lives.

So to see all those people together, hear the stories of people who were in coaching, the couples that are in coaching and how they are crushing it and how that impacted their lives, people have left their jobs and I mean this is real world stuff. This is amazing and when you see it in person, I can't help but be blown away by it every time.

Mark: Yeah, I know. Yeah I 100 percent agree. How about you Mimi?

Mimi: Boy I don't know how I can second that. I loved meeting all the people that I see on the Flight School Office Hours and my coaching students. I meet them every week, every week other week on Zoom to

actually meet face-to-face and spend some time getting to know them, here more about their stories I absolutely love that.

Mark: You know it 100%. How about you Dude Buddy?

Scott Bossman: To echo on what Mike said a little bit what I love is hearing from people how different their life is today compared to a year ago and there are a lot of people in that room when they look at it, when they analyze where they were a year ago Tyler and Jen Kelly had done one deal now they've done 80. I mean that's insane and then just a lot of stories like that.

Now some journeys take longer than others but really, I mean you look back two years where were you and I just love hearing those comparison stories from people where they were and then you know. I think that really motivates people to take action and ask themselves okay where can I be a year from now if I just start this journey. So, I love that.

Mark: Yeah, you know it's emotional, it's amazing. I got teary hearing some stories. I always get teary hearing Mimi's story. I love it when she talks [00:06:05] [indiscernible].

Mimi: Yeah, it's a problem for me too.

Mark: But it's great. Scott Todd, how about you?

Scott Todd: You know Mark it's funny because when one of the key parts about Bootcamp and we have it twice is *Grow the Geeks*. So you see the VIPs or the coaching the students go up there or the people that are attending Bootcamp for the first or second time they can go up there and they can ask questions of the geeks. I mean it's a pretty open forum I think and it's fun for me because I stand in the back of the room and kind of listen to this and I think about where everybody started.

You know everybody started really going through Flight School so I am able to watch their progress, I'm able to see like, you know, the land duo get up there and talk about their 80 deals and Tyler talking about how he left his job and I get to think back like man I remember their piece there. I remember like some of their original questions and I remember taking them down that journey or Mimi's story. I remember like doing Mimi's strategic planning with her and you were in the back with me at one point and I leaned over and I said it's like watching our children grow but yet it happens faster than our own children. Like you can stand in the back of the room and know that we had an impact on someone's life in some way and it's pretty

cool to think about you know just these little touches that we can go through. You know it basically always makes me feel good that at the end of the day I accomplished something like not just for myself but for other people and it's always exciting to hear other people's stories and see their success.

Mark: Yeah, I have to say I like, I have to just everything you guys said is exactly how I feel but I think for me the most special thing is seeing how the community comes together on Friday and evolves to this one cohesive unit on Sunday and people are just. Like you just see how those relationships come together because how often in life do we get to be in a place and time where we all have the same sort of objectives if you will, the same values? We all have there is an easy conversation starter. How long have you been to the land business and just talked about it, being helpful and in this abundance mentality it's incredible.

Then just some of the conversations I have off-topic literally can be life-changing just for me. Like Joseph Aboussie at the networking hour who by the way I am adopting as my second father he was there with his son. His son doesn't know it but I just literally adopted him.

He gave me this document because I was asking him he's been married I hope I don't butcher this but 42 years. So I asked him I said, "Joseph what's the secret?" And oftentimes people will just give me, you know, a one word or two or the answer is like, you know like don't go to bed angry, compromise or something like that. Joseph sent me a document of his 10 rules and they were so wise and I showed them to my wife and she is like oh my gosh. I mean that was just incredible. Like it was transformative for me in just all my relationships.

So those are the things that happen at Bootcamp in a long-winded way I have to say if you've never been to a Bootcamp you won't know what we're really talking about until you experience it. So the next one is San Antonio January 10th – 12th to learn more just go to TheLandGeek.com/Bootcamp but is really, really a special weekend.

All right, at Bootcamp we had a very interesting question and we thought you know this is a great Round Table topic and the question was, I'm going to read it, "Is it bad etiquette to ask another investor what county you're work in?" What's interesting is that the person who asked this came from Alabama and like with the sweetest southern accent is this bad etiquette and you could just curse us out you wouldn't feel bad about it with that southern accent. But anyways let's start with you Scott Bossman, is it bad etiquette

initially to just start asking another land investor what Counties are you working?

Scott Bossman: That's a great question. I have kind of mixed feelings about this like when people ask me this I get like this little tingle on the back of my neck like why should I tell you where I'm working, but then I think the market is so massive that it probably doesn't matter. The information is out there I mean they're going to be able to Google my name and see where I'm working. I think for some people it's curiosity, for other people they want a quick answer. Like a quick solution on, you know, where should I go work but I caution you to do that because the land I like may not be the land that you like.

So, you just need to do your own county research, you need to go out there and I mean that's part of the process, right. Part of the process of becoming a land investor and feeling the pain of county research and feeling the pain of finding the right area for you. So I guess that's my viewpoint on it. I think the information is out there; you know, spend some time on the interwebs and see what you will find.

Mark: Yeah, I really like that answer and I can sense the ambivalence in it as well but I think ultimately you're not serving the person to the best of their ability if you as the coach just give them the counties that you're working in I agree. Now if you're not a coach and you're sharing the counties you're working on in a way you're again not necessarily serving that person because you went through the hard work of county research, they should probably go through it as well. But I'd be curious Mimi Schmidt what your thoughts are? Is it bad etiquette just to kind of come up and just, you know, ostensibly ask, hey what counties are you working in?

Mimi: Ah yeah. I think it's bad etiquette and there's just a line in general. We are also helpful with one another but there is a line. Like it's not just what counties they are like what's your auto responder series look like? What does your deal of the week look like? You know, why don't you take me inside into some of your stuff? Show me your Zaps, show me Zaps so I know how to do them. Some of those... everyone has to go through the pain themselves to learn how to do this business.

You know I see a lot of people waste a lot of money on mailings because they are just going to a county with something someone told them but they haven't actually done the research right. So some of the things you have to go through in building your business so that you can stay in it the long-term and two you don't want to take advantage of other people's helpful nature. You know there are so many things I'm willing to help people with and to

teach them but yeah there are some things that my business strategy where I feel like I've got some competitive advantage built around some of the things that I've done that I don't think that I should share.

Mark: Okay I like that answer and what would you say to the counter argument Mimi oh then I guess you guys don't really have abundance mentality?

Mimi: Oh I think that I share so many things right. I took some students into CRM this weekend huh I'm pretty open. I share all the tools that I use, I tell people exactly how I automate: where my RingCentral emails go there is a rule in Outlook that goes right that moves the information right into Trello. I'm very open usually if people want to ask me a whole lot of things. I just think there's a line.

Mark: Yeah I know I agree. I think what's the abundance mentality is the fact that we're holding the Bootcamp we're teaching them everything, that we actually have these programs you certainly like there's so much free information that we even give but there is that sort of line of well what counties are you specifically Mimi Schmidt, Scott Bossman, Mike Zaino working. But Mike might be different let's ask the Zen master who is pretty calm.

Mike: Someone actually said that to me at the camp, "You seem a lot calmer than I think you would be." I'm like oh. But I think Mark there is a way you can approach that question with somebody. I think of someone if you don't know anybody you run into him and I'm like, "Hey John what county are you working in?" Yeah, that's pretty offensive. It's like saying how much money do you make? Like people don't respond well to those questions but if you were to come up to someone and develop a conversation and say hey you know I found that the counties I'm working in and this is the county, this county and this county I like this about them, I don't like.

You know you've got to approach a way that someone might be open to sharing. You know there's that whole idea of being someone who takes and doesn't give. You want to be kind of someone who can do both but I do think it's I hope I'm not going to steal your rant because it's like based upon you always say what you should have asked. What is a good county? How do you find a good county? That's the real question they are asking. They are like, "Okay you seem like a successful individual where are you working because I want to be successful?" Well I could tell you my CRM, I could tell you where I'm working, I could tell you all these things and it's not going to

make you a successful land investor it's the execution that make you a successful land investor and that's why we created Flight School.

That's the exact reason we created Flight School it's because we put out all these information, you put out the secret county list, and the Toolkit you put out all of these stuff out there and still people get tripped up with paralysis by overanalyzes. So in the end it's really not going to matter I think if you tell people because of those. If someone is really worried about those types of questions in the beginning that means they're really new and they're trying to like kind of dive in what's the best way to approach this and I think that's the wrong question. It's like how do I learn to educate myself on good areas, how do I learn to take massive action, how do I execute and we have that; that's why Flight School exists so you can remove all the doubt and just execute. So I think it's the wrong question, I think it is bad etiquette if you go up to someone, you just met them, "Hey what's going on? What county do you work in?" It's like wow, wow, wow.

Mark: Right yeah it would take you back. It'd be like if we were eating dinner and someone just said, "Hey can I have your fish?" Well no, go to restaurant and order the fish. You know we worked really hard to figure out how to get this fish.

Mike: I experience that a lot actually.

Mark: See exactly like kibbeh/the raw kibbeh. Is it kibbeh or kibbah?

Mike: Well the Aboussie's, they're awesome. There is another way they refer to it and I would butcher it if I tried to say it. All I know is I want to try that recipe.

Mark: Okay done and done. Scott Todd, how about you? Hey Scott nice to meet you. What Counties are you working in?

Scott Todd: That's a great question; what Counties do you work in? You know Mark what's interesting about that question is I think I don't think that it's easy for someone to kind of get offended by that question because like everybody said it's like asking for like how much you make or whatever or can I have your fish.

I do agree with Mike that it's probably the wrong phrasing of the question. I think the right question might be, "Hey what makes up a good county?" You know your number like think through the question a little bit further like hey your largest county or your best county what is it that you like about it? Like that's something that is going to teach you more on how to fish because

what may be my favorite county or the county I'm working in today may not be the same one tomorrow.

So I could tell you a county like I work in this county but then I could be getting ready to dump out everything out of that county because I don't like it anymore right. Like you know I wouldn't do that but that's like the whole pump-and-dump thing from stocks. Like us, someone goes out there and like hey I'm buying this company or I'm buying this stock and the next thing you know of people of influence next thing you know everybody is buying that property or that type of company or stock and then everybody they're dumping it, they're making their money move on to the next victim.

I do think there's an element that I think a lot of people miss sometimes in the land business and that is it's that sometimes it behaves you to have some strategic knowledge base that's kind of for your company only. Like we all can't be the same thing and even though we are all different we need to put our own personality, like Scott said. Scott Bossman said he said find your own property, one that speaks to your, one kind that speaks to you because what I'm doing may not speak to you. Be you and find properties or counties that you like to work in so that you can create the company that's unique to you and you can hold that as your strategic advantage too or your competitive advantage over me.

Mark: Yeah absolutely and really when you get into it the only way to learn anything is to do it. I could write a book tomorrow walking you exactly through my 10 favorite counties, why I love these counties, you know the in depth county research. At the end of the day that specific knowledge that I have acquired will not translate for you until you start doing it, until you start sending out offers and in getting real response rates and talking to those sellers because this is a market.

Because at one point and time that book stopped and now it's different and then so you have to be working these markets, talking to people. What worked today may not work yesterday but the basic fundamental principles are still there and that's really the critical element of it is, you know, what makes a good county, why are the land investors doing deals here, how are they pricing, how are they changing their pricing as the market changes, what are their response rates and at what point do they go then to the second county, is my data good, am I getting a good list.

Maybe I'm not even getting a good list. I went to AgentPro247.com because I read on a blog that this is where this investor gets his lists. Well okay, but it may not work today that blog post could have been written two years ago. So you just have to do it to know definitively, even in conversation you're

still not going to get a really, really good answer until you do it, but ultimately as a land investor it does feel like bad etiquette. I think that's a long winded answer, correct?

Scott Todd: Yeah.

Mark: Good okay. Well I thought this was a great topic. I want to thank Ashley from Bootcamp for asking it with her phenomenal Alabama accent and you know spending time with her and chat was phenomenal. But she's the first one in years to actually even ask us the question. So just to have that sensitivity, that empathy I thought showed a lot of wisdom from somebody new in the room to even come up and ask. So, thank you Ashley for doing that.

All right we're at that point now in the podcast where we get to put all of our attention on the 'Terrorist Hunter' Mimi Schmidt for her 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. But before we go to Mimi we've got to give Aileen DeAugustine a shout out, don't we?

Mimi: Yes.

Mark: How great is that rap? If you've have not listened to the rap about Looking Over Tate's Shoulder first of all there's a lot of teaching in it just in the rap alone but it's amazing. I get chills now just thinking about it. This is her third song she's got The Land Geek song, the Nite Cap song and now Tate's LOTS song. If you don't know what LOTS is...

Scott Todd: Wait.

Scott Bossman: And [Landmodo](#).

Scott Todd: I got [Landmodo](#) song too.

Mark: And Landmodo. Landmodo got it's own song?

Scott Todd: Yeah.

Scott Bossman: Or a jingle.

Scott Todd: Yeah.

Mark: Or a jingle?

Scott Todd: Yeah, that's great.

Mark: Yeah. So phenomenal, so creative, so fun and yet we're learning something in it as well, it's educational. It was really great and Aileen came to Bootcamp as well and as, you know, it's kind of cool to be in the room and be able to give her an applause like that to do that. All right Mimi Schmidt what is your tip of the week? Remember as Mimi wanted Erik on this podcast more you can see it in her face.

Mimi: I only have a couple of things I can do. Well one of them that I am pretty excited about Scott's always dogging me for using Trello. I learned that Trello integrates with PipeDrive. So for all you folks that are my Trello followers that also use PipeDrive you can connect them now. So you can send your information from Trello into PipeDrive I think that was pretty cool.

Mark: Do you need Zap or one of those super connections?

Mimi: No, you don't even need to use Zap. You know I'm always trying to say at the 19 Zap so I don't have to upgrade my plan.

Mark: Right.

Mimi: No, it's just you just press a button. Just press a button.

Mark: You just press a button it's baked in.

Mimi: Yeah it has its own integration with PipeDrive.

Mark: Wait a second how does it integrate? It's baked into Trello with PipeDrive?

Mimi: Yeah, yeah.

Mark: That's awesome.

Mimi: Yeah, it has a bunch of different integrations but PipeDrive is one of them so it's just another thing that makes Trello so great, right Scott?

Scott Todd: Which Scott, me?

Mimi: Yes you, you're always telling me about using Trello.

Scott Todd: No I love Trello for certain applications but I think PipeDrive is a good CRM but if you can combine the two even better.

Mimi: Yeah, great CRM. I don't use Trello for CRM either. So [00:25:49] [indiscernible]. I also have a website that I've put up here in the chat DeedClaim.com how to file and corrective a deed for those of you that misspelt it or things like that so check that out if you have a deed that you have done incorrectly and you need help on what to do.

Mark: DeedClaim.com/Corrective-Deed-Scriveners-Affidavit we'll have a link to it that's fantastic. Even a pescetarian like Mike Zaino would take advantage of that.

Mimi: Pescetarian?

Mark: The pescetarian, the pescetarian.

Mike: [00:26:23] [indiscernible] I thought it was tarian, now I think pescetarian sounds better yes.

Mimi: I think so to.

Mark: Now because you're Italian.

Mike: Yes.

Mark: We're combining the whole fish thing with Italy.

Mike: I love it.

Mark: So for those of us that don't know what that means can you just define it.

Mike: What pescetarian? I don't know if it was pescatarian. Is it pescetarian Scott Bossman?

Mimi: Pescetarian.

Mark: Pescetarian he's messing with you Mike.

Mimi: Successfully.

Mike: Anyway I've been trying to eat a lot more fish and a lot less other types of chicken, beef, pork and I have to be honest I feel great. I feel

great. I've tried the all-meat diet Mark, you know I've tried the all-meat diet I've had that experience. I've tried the no-food diet which I know Scott Todd loves but now I'm back on eating in moderation lots of fish. And I guess [00:27:21] [indiscernible] you can probably tell the temperature outside by looking at me because of all the mercury.

Mark: Well I think that's another second great tip of the week is just eat more fish. Scott Todd?

Scott Todd: What do you mean then eat no-food diet? What is that?

Mike: I know because you always say every time I talk about I've been fasting you're just like no way.

Scott Todd: Oh yeah because I believe in eating like you know the grazing diet. Graze man.

Mike: That's why I can't be gifted. You know what certain biotypes if I do that I'm just going to pluck away.

Scott Todd: Well I eat breakfast, lunch, a snack, dinner and a snack and I'm good man.

Mark: Mimi does the same thing.

Mimi: Keeps my metabolism going eat a little bit here all day.

Mark: Yeah, I believe her snack is a synonym for wine.

Mimi: It is wine, cheese and crackers are a daily snack for me actually.

Mark: Well I want to thank the listeners and just remind you that the only we're going to get the coaches to keep coming back on the Roundtable is if you give us a little love. Please subscribe, rate and review the podcast. Send us a screenshot of the review to Support@TheLandGeek.com we're going to send you for free the \$97 *Passive Income Launch Kit* along with the new wholesaling course *How To Double Your Money 30 Days or Less*. Scott Bossman, are we good?

Scott Bossman: We are excellent.

Mark: Mimi, are we good?

Mimi: Yep great.

Mark: Pescetarian Mike Zaino 'Zen Master', are we good?

Mike: Yeah, very good.

Mark: All right. The 'Brain', 'Professor' Scott Todd?

Scott Todd: We're good Mark.

Mark: All right again learn more about Flight School we're filling up November very quickly. Just go to TheLandGeek.com/Training get on a call with the pescetarian Mike Zaino and the 'Nite Cap Meister' 'OG' 'Dude Buddy' Scott Bossman they will walk you through it. Are we ready to do this? One, two, three.

All: Let freedom ring.

Mark: Yeah, it' just not the same without Tate and Erik, is it?

Scott Todd: Might be better.

Mark: But it was appropriately awkward I thought it was good.

Mimi: Is that the goal?

Mark: Yeah, yeah absolutely. So I've got a beef to pick with Zaino by the way because every time it's Bootcamp like first of all it's like every 90 days and he's got this whole new diet and I always want to be like what's Mike doing and want to do it. Now I'm like I come home I'm like, "Honey I think I'm want to be a pescetarian." She's like, "Where did you hear that from, Zaino?" And I'm like no I thought of it. "He told you about that."

Scott Todd: Zaino is doing that already.

Mark: So I was trying to do like the whole Keto thing with this whole meat thing she's like hey lets you know when we have dinner she's like, "Do you want to try one of my French fries? And I'll be like no. She's like, "Okay Zaino."

Scott Todd: Zaino, Zaino.

Mike: I'm just running experiments.

Mark: And then you know I started the whole intermittent fasting with you, the cold shower thing with you.

Mike: Yes, hold your breath.

Mark: Yeah, she's like basically she's like, "Can you have an original thought?" I'm like I'm not sure anymore because of Bootcamp.

Mike: Are you going a Marlboro jacket?

Mark: I mean that's probably where I draw the line it's just the whole country music and Marlboro jacket.

Mike: I would have a tip too. If you buy these things off of one of those online sites where somebody else has had it before you I think you might want to wash it before you wear it it's got a funky smell though. I didn't realize it I was so excited [00:31:13] [indiscernible].

Scott Bossman: That's a good idea.

Mike: And I'm like oh man.

Scott Todd: Mike with your peterbilt hat on man you were looking the part. Hey is the fire truck Peterbilt?

Mike: No.

Scott Todd: What's the engine of that thing?

Mike: Well KME is typically the brand that we use.

Scott Todd: KME but that's the manufacturer, right?

Mike: Right.

Scott Todd: But like the engine is probably like a CAT or Cummins engine.

Mike: That's a great question Scott. [00:31:43] [indiscernible]

Scott Todd: Go check that out for me and... Listen go check it out for me and then we can come back the next Round Table you and I on this Round Table we'll all talk about the CAT Caterpillar or...?

Mike: Are you going to wear a hat.

Scott Todd: I will wear a hat man. We can figure out which is the best engine and we'll see what Mark thinks.

Mark: Obviously Mark thinks many things, that's easy. So I mean yeah Mike please just stick with something. It will be like hey everybody I just got a peloton, I love it and this is what I'm doing and then 90 days later I got rid of the peloton. I'm now got a Mirror and I love it and I'm getting you know. Have you guys seen that Mirror thing, Mirror.co it's like your personal trainer?

Scott Todd: Oh yeah it's great.

Mark: It's kind of cool, it's geeky but I'm not getting because I've got a freaking peloton. Mike stick with something.

Mimi: [00:32:42] [indiscernible]

Scott Bossman: And Mike the signs mercury poisoning is like twitching and tingling and numbness in your fingers and cognitive decline, so bleeding gums.

Mike: I'm consistently inconsistent.

Scott Bossman: Teeth falling out is another one.

Mike: Yeah thanks.

Mark: I like that consistently inconsistent.

Mimi: I know what's it's like to be spouse of someone that tries all this diets. Hey you want to go this? No, that's on my diet. Hey I'm going to make some... No, it's not in my diet. I know what's that like.

Mark: Yeah.

Mike: I don't know what to say.

Mark: It's not really relationship enhancing Mike Zaino.

Mike: Oh it's... I don't know what to say.

Mark: Well I think I'm going to add to Joseph Aboussie's 10 rules the 11th rule is stick to one diet.

Scott Todd: Yeah.

Mimi: Yeah, will he allow you to publish those rules?

Mark: I should I'll ask him because they're really great. I'll ask him yeah. The impulsive side of me would just want to do it. I'm line nah maybe I should ask him first. You know that's the good etiquette. We'll call it the Ashley southern etiquette it's good. All right so well thanks everybody. It's great reconnecting it's been it feels like days since we've seen each other. Oh wait it has been. How is the energy recovery over at the Bossman household?

Scott Bossman: Ah, good. I'll tell you what I slept in yesterday, took a power nap yesterday, didn't want to get out of bed today but I did anyway so that's good. So I'm getting there.

Mark: That's good. Mimi how about you?

Mimi: Well, I got back a day early so I just my time zone; I'm dealing with that time zone. I'm awake and sleeping it's weird. Yeah I napped in the... I fell asleep yesterday in the middle of the day and then I was up in the middle of the night. So I've got to get back on track and would you mind telling me the name of the hotel for the 2020 San Antonio Bootcamp? Anybody know that?

Mark: The St. Anthony, it's the one we were at last year.

Mimi: Okay.

Mark: It's really nice.

Mike: With the napkins, with the plane, the whole triangle.

Mike: That was very nice right down the River Walk, I loved it. The room was very chic. The Anthony.

Mark: Yeah. Mike, how are you feeling?

Mike: I'm feeling pretty good. Feeling pretty good. You know what that all-fish diet I think it lends itself to recovery. I thought you froze there for a second. You just didn't want to say it.

Scott Todd: We did, we did.

Mark: We did.

Mike: Oh.

Mark: It could have been the mercury. I don't know. How about you Scott Todd?

Scott Todd: I'm good man. I got back late or early Monday morning and first thing I had to do was change out the battery in the smoke alarm because it beeped for 24 hours, didn't work to well. But I'll tell you what man listen you break out the ladder at like 2 o'clock in the morning and you stop that chirping and you are the family hero. Let's just say I'm like family-hero-mode and I got a couple of hours sleep, got back up and changed out all of the batteries because when one fails they all do you know and you know that's how I spent my recovery day just changing out batteries in the morning and just relaxing the rest of the afternoon.

Mark: Yeah. Do you want to be a billionaire? Because I have an amazing idea, we could all do it.

Scott Todd: Well we've got to stop the call first because you know if we shared it now we would just kind of like give away too much and you know we like to keep it all to ourselves.

Mark: No way. Okay this is the idea we're going to do a kick starter campaign, so everyone hates the chirp, it is universal. Whenever that chirp starts going of it's absolutely universal. So what if there was a chirp convertor so you take the sound waves of the chirp and it converts it into it's just a text on your phone or something that's more pleasant. Maybe the latest country music jingle or something just anything besides that.

Scott Bossman: It tends to be annoying.

Mimi: Yeah.

Mark: Anything besides the chirp and then it just like the sound waves and kill the chirp and you just have this warning on your phone change your batteries or the fire department will come in 48 hours and change them for you.

Scott Todd: That's a great idea but what about these fire alarm companies put a button up there, you have a test button already. Put another button

that says snooze and give a couple of days because you're going off in the middle of the night for Pete's sake having it chirp every minute.

Mike: Bad idea.

Mimi: There's technology that gets the battery at 10% that texts you a week before.

Scott Todd: Yeah.

Mark: Come on Mike.

Mike: The last one is okay but the ones prior aah bad.

Mimi: Yeah you've got to get if they could just tell me a week before...

Scott Todd: Heads up yeah, yeah I love it.

Mimi: ...that chirp ever.

Scott Todd: Yeah.

Mike: It's meant to be like your alarm that snooze that's not. It's meant to annoy it's just like the same reason like when you this is a good example YouTube... no it's not a good example. But anyway this is good at marketing. When you watch YouTube and they want you to sign up for no commercials and you put up like a meditation soundtrack and just as you sit back and you're ready to relax an ad comes on and you sit back you just relax and then 'that's it I'm signing up okay boom YouTube Premium'. It's supposed to annoy you so you will do something.

Scott Todd: Okay but can we make it so that it doesn't go off magically at like 11 pm for the first time ever there should be a timeline. Mimi, I like your 10%.

Mike: Yeah, I like that one.

Mark: You know go ahead Scott.

Scott Bossman: You know I was just stating a distance to empty you know thing like in your car.

Mimi: Right.

Scott Todd: What about if it just starts flashing the red light like a bright like light. Like dude you've got like a day.

Mimi: Yes.

Scott Todd: You've got a day before I die and it will start annoying you.

Mimi: Because it only happens at nighttime at that time all the stores are closed.

Scott Todd: Right.

Mike: It's no different than on our fire fighter packs we have these low air alarms it's similar. It means shortly you're going to run out of air. You don't want to be like change the tune to like hey Mike air is getting low.

Mimi: You're going to die.

Mike: You're going to die.

Scott Todd: Yeah, but at least you have an advance notice.

Mike: You've got to go all right there's something wrong here. What's that noise?

Scott Todd: Yeah, but come on Mike like you do get like... I hear what you're saying man but like you can do something about it. You can't do anything at midnight if you don't have the batteries or like my wife is home alone or you know like it doesn't work that way.

Mike: The planes low on fuel just a little bit, don't worry. The plane is low on fuel just a little bit. You can probably make it to the airport.

Scott Todd: Let me tell you something that is real problem. That is a real problem because guess what planes don't have like I've never seen one that has like a low fuel line like your car hey I'm getting low. In fact one of my first lessons the instructor made it well know that according to the FAA the only time that you can trust the fuel gauge is when it's empty.

Mimi: Wow.

Scott Bossman: Mark feels way uncomfortable now.

Mark: That makes me want to be a pilot.

Mike: What do you do like a dipstick preflight check? I mean how do you know that, you have to physically check it?

Mimi: Tank's full.

Scott Todd: Yeah, you've got to go look and then like you can check your gauges and you look you put eyes on the fuel. Like for me I do have like a dipstick gauge I'll use to know how many gallons I have and then that equates you need to know how many gallons you're burning per hour on average and then you need to like make sure you don't run out. That's a real problem though, it's a real problem.

Mike: Mathematics again. It sounds like math.

Scott Todd: You've got to have math man and you've got to stay up with it too.

Mark: Well I do think that the chirp is... I agree with you that you have to be annoyed but not to the point where you're like I burn down several houses because I couldn't stand the chirp in the middle of the night.

Mike: Become an arsonist.

Mimi: Yeah, how many of you just unplug it?

Mike: Just because of smoke detector.

Scott Todd: I can't take it.

Mark: I mean can't take it. It drives you crazy. There's no other way?

Mike: But it is complicated by the fact if it's one of those obviously you need a ladder that means that's pretty high up that complicates things.

Scott Todd: Right.

Mark: Yeah.

Mimi: Yeah. We actually rented a beach house where the ceiling were really high and literally at 2:00AM it started chirping and it was rental there was no ladder. Literally my son was scaling the wall and we went to like three different stores in the middle of the night they didn't have the 9 volt battery it's crazy you know. I guess the moral of the story travel...

Mike: No five stars there. No five starts for that BnB.

Scott Todd: Right.

Scott Bossman: For one star.

Mark: Seriously.

Mimi: Chirp, that darn chirp.

Mark: All right well this is always fun. See you guys later. Thanks everybody.

Scott Bossman: See you.

[End of Transcript]