



THE LANDGEEK

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

Mark and Scott Todd talk with: Tate Litchfield - FrontierPropertiesUSA.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 niche-y real estate website, TheLandGeek.com. Today's Round Table is very small and intimate. We've got 'Dude Buddy', the 'Nite Cap OG' Scott Bossman. Scott, how are you?

Scott Bossman: I'm great Mark. I'm trying to stay warm.

Mark: Yeah, yeah, it's 80 here. But what's it 17 in Wisconsin?

Scott Bossman: 17 yeah, it's a little unseasonably cold right now.

Mark: Yeah, I feel for you. I feel for you. We've got 'I love it when you call me big Papa' Tate Litchfield on the mend. Tate, how are you?

Tate: I'm doing well. Nice weather here in Vegas wearing shorts today and a short sleeved t-shirt. So Scott, get on a flight. Come on baby. Let's go to Vegas.

Mark: Right yeah. Then last but not least, you know him, you love him Scott Todd, ScottTodd.net, LandModo.com, and if you're not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek. Learn anything about anything, InvestorNinjas.com Scott Todd, how are you?

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

Mark: I'm good. I'm great. I'm excited about our topic. But before we go into our topic and do a deep dive, today's podcast is sponsored by Flight School. Learn more get on a call with the 'Zen Master' Mike Zaino or our very own Scott Bossman, the 'Nite Cap OG' 'Dude Buddy', just go to TheLandGeek.com/Training and see how the next 16 weeks can literally be life-changing.

Go up that land investing mountain quickly, efficiently, safely with your Land Geek Sherpa Scott Todd, taking you up there step by step as well as all the other Land Geek coaches. It is a phenomenal program. But you owe it to yourself and your family to learn more. Just go to TheLandGeek.com/Training and get on a call. So Scott Todd, what's this week's topic?

Scott Todd: It seems silly that we even talk about this, but I get this all the time and that is, sometimes like you may have been sitting on a property for a while or maybe it's your first property and you have the opportunity to sell it and maybe wholesale or sell it to somebody and your profit might be like \$300. Or maybe it's a property that you bought for 300 and that you can sell it for 600.

But is the dollar amount too small to do the deal, right? Like is the dollar amount bad if you're only going to make let's say \$300 on the deal? Is that a train wreck? So, I'd like to pose the question to the group, should we even avoid deals that we're going to only make a couple of hundred dollars on?

Tate: Scott, I got a follow-up question to add to that. What's the lowest amount of money you've made or the least amount of money you've made on the deal as well?

Scott Todd: Okay, all right. We'll add that to the question.

Mark: All right. Well Tate, let's just start with you then since you're jumping in.

Tate: All right, all right. So, the least amount of profit I've made on a deal was I think it was about \$150. I bought a property it was on a Monday and I flipped it on like a Wednesday. It wasn't great money, but you know, it paid for my mailings, it allowed me to go back and buy more of them and I sold to a trusted colleague who ended up buying more and more properties from me. So, it was a good deal.

So, I guess to answer Scott's question, no, I don't see any problem with it. It's something that I think a lot of people get hung up on. They buy a property and they know it's worth maybe \$2,000 and they just can't bear the thought of selling it for 100% profit. It's silly because I'm in the business of selling land and making money and if I can buy something and flip it and make 100% on my money or make a couple of hundred dollars, I'm going to do it all day long. Because it makes sense I keep the money moving. This business is about velocity and the person who can sell the most properties the quickest is going to win. That's my opinion.

Mark: Yeah, and money loves speed for sure.

Scott Todd: But 150 bucks Tate like that can't be worth your time, right?

Tate: No. It probably wasn't worth my time but what they're not realizing is it wasn't the only property that I sold. And I forged a relationship with this other guy who ended up selling that property for close to retail. He came back to me and he said, "If you have any more of those, I'd be interested in picking up some additional lots." So I did some mailing, ended up buying 10 more of them and flipped them to him again. Made my \$150 on each lot and turned a hundred and you know, made basically \$1500 profit. Now that one was worth my time. That was worth the energy that I put into it.

But on the smaller deal, I was able to roll that money back into the business, buy some more property, reinvest it, and it wasn't huge profit. I don't do them every day at that price point. But you know the way I view it is I made money that day. I made money by flipping property very, very quickly and easily. So it's no sweat. Why wouldn't I do it?

Mark: Yeah, I mean, Scott would you do it?

Scott Bossman: Which Scott?

Mark: Scott Todd.

Scott Todd: Would I do it?

Mark: If you were Tate or would you have held on for dear life?

Scott Todd: I wouldn't have held on for dear life that's for sure.

Tate: Everything Scott has is for sale. I know this. I've called him before and it's like he's in the business of selling land too. I've made some ridiculous offers on his property and I know he's not making a ton of money on it but he always is willing to work with me. So, I think I know his answer.

Mark: Well, how about you Scott Bossman? What are your thoughts on this? Is it worth it? Let me make a couple of hundred bucks.

Scott Bossman: All right, I'll go with Tate's question first. So, the least amount of money I made on a deal was probably 100-150 bucks like you Tate. I'd bought a property earlier on. It was in a subdivision that I had bought and sold other property successfully and it just so happened that one street over the road was impassable and I'd purchased basically a slab of rock. So, I didn't do the best... I didn't get boots on the ground, right? There are sub-divisions we work in they're so cookie cutter that you know, every once in a while the street over maybe things will be a little bit different. Well, it ended up being a little bit different. It was very difficult to get to the property. So after sitting on it for quite a while and getting frustrated I packaged it with another deal about three miles away and basically said, buy this lot get this one free and just kind of packaged it in the deal and came out ahead maybe 100, 150 bucks something like that. So, there are creative ways too.

If you're sitting on a property that you're having a hard time getting rid of there are some creative things that you can do with marketing. You know, throw it in a package deal, move it that way. Finance it for 50 bucks a month over time. You will make some money.

But you know I agree with you. I think money loves speed. It's all about velocity in this business. You know if you buy a property and you're having a hard time moving it and you're getting burnt out on the thing and it just like you cringe every time you see it, why not sell it for a couple of hundred bucks and move on and just redeploy that money in your business? Sometimes that's the best thing to do is wash your hands and move forward.

Mark: Yeah, really good point, really good point. Scott Todd, how about you?

Scott Todd: Well, probably the lowest dollar amount I've made on a property is I probably made about \$200 profit on a property. On that particular one, what happened was, I bought it in an area that I thought would sell well and eventually that area did start to sell well. But I got a little panicky and I decided to take it to eBay and I saw other people selling these properties for like, let's say \$4,000 on eBay, and I was into it for 200. I'm sorry, 2000 I was in it for 2000. I thought well that wouldn't be too bad. So I put a minimum up there of \$2,000, which would cover my costs plus another hundred for the eBay fees, whatever. The property actually sold for 2300. But then I also charged a doc fee of 495. So technically, I made a little bit more than that even though I don't count the doc fee into the profit. So, I probably made about \$200 on the property.

So, I mean it wasn't a terrible deal, but it's not necessarily one that we like to like really talk about. But I agree that you see, a lot of times what happens is, people, make decisions about properties or whether they should sell it or not. Especially when it comes to like wholesaling a property because they're like, it's only \$200. Well, \$200 is not about the \$200. Okay, the \$200 look I hear you it may not be something that moves the needle. But man, if you could do \$200 a week of just profit on a deal well that's 800 a month. What does 800 a month do for somebody's lifestyle, right?

You see, we always think about like passive income, Oh, I got my passive income to whatever. Well, if you can sell a property every week with consistency and make 200 bucks of profit, well, you could use that to pay expenses, you could use that to pay your mailing cost, your cost of running your business your overhead. In fact, there's an area that I work in that we routinely sell you know we call them singles, we routinely sell the singles and we probably make about when everything is said and done with profit is probably about 350 bucks and we sell about two of them a week. Okay. So that's 700 a week, you know \$2800 a month. Look, that's a lot of money, okay? It adds up. So if you can find these things, don't be ashamed to sell sometimes lower-end properties.

You know like I was looking at a land business website the other day and they love to show their success stories, and they were showing, "I made \$20,000 on this property and I made \$18,000 on this property." Well, those things happen, but in my experience, they don't happen with enough frequency in this business that you're going to profit out at a \$20,000 cash sale right off the bat and they're showing the checks. That's like getting lightning to strike in my experience.

So, you know, I think you have to kind of be careful with sometimes your expectations. Think about what the money can do if it adds up or if it's

repeatable over time. Because Mark if you can sell two properties a week, and you're making 350 a property and generating 700 a week, and you can do it consistently, even though it's not passive income, I would beg to differ that it is passive income, right? It's passive profit. Because you know you can do it every single week.

Mark: Yeah, especially if you're using like LG PASS or Geek Pay, you've got VAs, you've got systems. There's nothing wrong with a system of a \$200 profit a day or a week because that's really not that passive. I mean if you look at your effective hourly rate and it took you 15 minutes of time to close that deal. Talking with the person, you know. LG PASS paperwork takes what? A minute, 30 seconds?

Scott Todd: 30 seconds.

Tate: Fast as you can refresh it.

Mark: Yeah, I mean, there's nothing wrong with that. I love you know sometimes you talk to somebody and they'll be like, "Oh, you know it's only \$200 or \$300 it's not really worth it." Well, let's reverse it and let's say that you had to invest \$100,000 to make \$10,000. Well, you're like oh \$10,000 is way better than \$300. But if I could invest \$300 to make \$300 my risk is so much lower. I'm staying in the game literally forever. I'll never get knocked out of that game.

Where how many \$100,000 deals can someone realistically do? So to Scott's point, yeah, if you flip that piece property you made a \$20,000 profit, I don't care about your profit. I want to know, what was your return? Because if you invested \$200,000 and you got back to 220,000 well, I'm not that impressed.

Tate: What's the time? How long did it take you to do that too?

Mark: And the time so it's not telling the whole story. Now if you invested \$100,000 and you made \$200, yeah, not great. Not a great deal at all. But if you're buying it for 200 and you're flipping it for 400, 600, okay and you continually do that and you've got the velocity I don't see anything wrong with it, personally.

Scott Todd: Mark I was going to say that like the other thing too is that sometimes the worst return that you can get that in my experience, the worst returns I'll get are on the larger properties. You know like, you buy a property for ... We bought 330 acres in northern Nevada. Sounds like a dream, right? You know, we paid \$30,000. It's a bargain. I loved it, okay.

But to find a buyer for that thing, okay, that buyer is not our typical buyer. Like that buyer is not the same type of buyer. It took us I don't know, we just sold it. I think we bought it about a year and a half ago, we just ... Okay about I guess about eight months ago and we just sold it. Look, we sold it for \$88,000 and the guy is going to pay it off in 12 months. So that's not a bad deal. But when you look at the time to sell on these bigger properties it's not as good like the smaller properties that will sell faster my opinion. I want to get the cash flow going immediately.

Mark: You know it absolutely. It's all about cash flow and in moving that money. Nobody wants that money sitting. I think if you're looking at this and you're like oh you know if I can only make \$200 a deal you're missing the really the big picture.

You know what a billion-dollar company is? The Dollar Store. They're buying this stuff for 20-30 cents and they sell it for \$1. They're just doing big volume. Now think about their overhead. They've got to buy the land. They've got to build the building. They've got employees. They've got to be buying constantly to stock those shelves. How many of those things do they need to sell for a buck? But they're doing it. Is that a bad business like I only made 70 cents?

Scott Todd: Hey Mark over the weekend I was home not feeling well. I was crashing on a couch started YouTube-ing stuff. I don't know how I got into this thing, but it just pops up and it's like this guy and his wife they go and they're playing the retail arbitrage game. It's like his specialty was shoes. So, he's showing like, okay, I'm going to go. He maps out a day of going to Ross locations you know the Ross store locations and he's looking for shoes that he can flip and sell on eBay. So, he's going out there and he's finding the shoes and showing you like, okay, let's punch in this code into the eBay app. Let's see what the sales of the shoes are. Okay, well, this pair of shoes is \$17 and it's selling on eBay for \$40. \$20, I'm in.

Okay, so he's buying the shoes where he's going to make \$20 on it right? It was kind of addicting to watch because you know he's like ... it's almost like a treasure hunt. Okay, like he's going hunting for shoes. At the end of the day, he put in like 10 hours of driving around to all these Ross stores 10 hours. I think he bought like 30 pairs of shoes. I think he spent like \$500 on shoes, something like that. He was estimating that he was going to sell them and make about \$500 or \$600 on the shoes. Okay.

So, I think about this and I'm like man, this guy is driving around town for 10 hours to go make \$500. Well man, I could easily buy a piece of property

and sell that thing. Even if I wholesale it and make \$500 you can pay for whatever you want without having to go drive around every Marshals or Ross that there is looking for a pair of shoes that you may get stuck with.

Mark: Oh, yeah, absolutely and the nice thing about this is these are kind of anomaly deals. It's not that this happens every day we only make \$200 or \$300. You throw in the recording fee. You know, we'll pick on Erik Peterson of only 250. Now you're making you know, 450, 550 on a deal and use that capital and you know make your 300-1000% on the next one. Just keep that money moving. Tate, what were you going to say?

Tate: Well, I was also going to say we got to remind people that this isn't the only piece of property that you're selling either, right? This is one of a dozen. So, yeah, you might sell it for \$200 profit, okay, good job, not a bad day of work. But at the same point, you might have six other properties out there that you're marketing that you're getting leads on that are going to generate you, you know \$1500 in passive income. So, if you can free up some cash and then redeploy it to get properties that are more in demand, you should do it, absolutely.

And one of the things Scott talked about that rings true to me, is that mental fatigue, right? We all have you know a list that we look at to see what of our property is still for sale. Every single person has one lot on there it's just that it just makes you cringe every time you look at it's or defaults. You know, "No it's back. I hate this property."

Sometimes I look at it and I think if I could just get rid of this and break even on it and not ever have to look at that APN again, I would be happy. It would be worth it to me. So, there's value there. I mean, maybe it's certainly more than \$200 if it gets to that point. So, it's not that this is just the only way you can sell land. Hopefully, you got a lot for sale and you've bought a dud or something that somebody value is significantly lower than you do. Okay, sell it, move on, learn from it, take that data and roll it into something better.

Mark: Yeah, absolutely. Scott Bossman, final thoughts?

Scott Bossman: No. I think so many of us you know we hear the rock stars stories and were maybe afraid to get an F on The Land Geek report card. That's not the case, right? As long as you're moving forward, and you're able to make a couple of hundred bucks on a deal, the bottom line is you're moving forward. You know, you might only make a couple of hundred bucks on the deal. But there are a lot of people, myself included, who had a job that you know it took me four or five hours of painstaking work to make

\$200. Now, if you're at home, you know, and you're spending you know in total an hour or two on this deal, and you're making a couple of hundred dollars, you're still coming out ahead for a lot of us when we're first starting out.

So, I would say don't be afraid to move it, especially if you're feeling that fatigue. With every sale, especially when you're a beginner it motivates you to do the next sale. So, you prove to yourself that hey, I never thought I'd be able to get rid of that property. Look, I got rid of that property I made 200 bucks and now I'm going to do it again. So, the proof of concept helps too.

Mark: Yeah, absolutely. I mean there's people out there literally risking their lives Mike Zaino going into a fiery building and look, it's noble. It's wonderful. We need someone to do it. But at some point you let those young guys do it, right. You know you go into something like this that you shuffle paper and you make money. The worst thing that's going to happen you might get a paper cut and that's if you're not using a SimpliFile County. If you're using a SimpliFile County, there's literally no pain. Maybe I don't know. You know what was that that show *Dirty Jobs*.

Scott Bossman: I love that show.

Mark: Yeah, I mean, this is like the easiest thing ever in low risk and no one's getting hurt doing it, either way.

Scott Bossman: Yeah

Scott Todd: I got to tell you man like it's crazy when you see what people are out there doing for money. I mean I got like a crash course on what people are doing for money over the weekend just from YouTube. I look at them I'm like, man, it seems cool. So many things seem cool but I'm like it's not worth it to me. You know like I'm watching one guy, he bought a coin laundromat. So, he's like showing and this is very addicting by the way. He's showing he's videotaping that he goes into the Laundromat and collects all the money. So, if you can imagine he's going into each machine and dumping the coins in this big thing. It's like that looks like the coolest thing ever. It's like watching like Vegas slots like dumping out all this cash. He goes and he collects it. And he's like, "Okay, well my week's take is like \$500, \$600."

I'm like hold on, man, that doesn't sound like it's worth it. You got to drive there. You got to deal with all the maintenance of the laundry equipment. You're probably going to get mugged after your show and everybody how

much money you make on YouTube. It's just a matter of time, you know, they're staking you out.

Then for one month he shows like the P&L and you know the P&L on this thing is like a train wreck. You know it's like the profit on the whole thing is like I think his profit after all expenses and everything it's only like 800 bucks for the month and he's got to deal with customer service. He's like I got to send them checks when the machine takes their money. I'm like, that sounds like a miserable mess even though it's fun to watch him collect the cash. So, I think it really all just depends on what you're trying to do. But man there's a lot of easier ways to make cash. Like I said if I can sell a property with routine for a couple of bucks a week and do it regularly, it's like money to pay your mortgage.

Mark: Absolutely. Tate, final words, final thoughts?

Tate: Don't be a yield snob. [00:25:15] [indiscernible]

Mark: Don't be a yield snob. I think we've got a title for our podcast, Don't Be a Yield Snob.

Tate: Make the money, be happy and realize that if you're making a profit you're on the right track. The unicorn deals are out there but the only way you're going to find them is if you're constantly doing the basic things, right? Stick to the bread and butter deals. I know I speak for Mark but I'm pretty sure Scott and Scott will agree with me. The bread and butter deals are almost more exciting than the big ones, right? Because you just know like, oh \$150 a month. I love getting paid \$150 at a time.

It doesn't sound like much too many people but for me, I've built a lifestyle around \$150 a month payments and I wouldn't trade it for any other thing out there because this is safe. It's safe. What I do is safe. It's consistent. It's predictable. If you follow The Land Geek method that's what we teach you, right? We teach you how to build a business that is steady, consistent without surprises.

Mark: Yeah, I mean the longer you do this, the better things go. I mean, you know we know a guy in his 70s who has been doing this. He's like the OG in land. Scott, he's got what, 4000 notes?

Scott Todd: Yeah. He told me the other day he has 4000 notes and this guy is running like he's running a big business, right? The potential in this business is incredible. By the way, he's in one county.

Mark: In one county and his notes aren't that big.

Scott Todd: They're not man. I don't know the exact average, but it's not huge notes. Okay? They're not huge notes.

Mark: Right. So the moral of the story is we're playing the long term game here. This is not get you know wealthy fast. This is get wealthy slow and again, if you're like Roberto Chavez it's not even that slow. Was it 13 months he's at 15,000 a month in passive? It just depends. I mean you know who cares how long it takes? Once your passive income exceeds your fixed expenses it doesn't matter.

Tate: Here's the thing if you can add say \$500 a month in passive income I mean that is amazing, right? At the end of the year, you've got a passive income of six grand, two years into this 12 three, four. I mean, if it took you four years to replace your day job and then have total freedom, isn't it worth it? I don't know. I mean it's a silly question to ask because of course, it's worth it. So, you don't have to you know quit your job in six months in order to be successful here. Take it slow. Like you said it's a get rich, slow program and if you just stick to the basics, it can happen.

Mark: Yeah, yeah absolutely. So that leads us to our tip of the week, a website, a resource, a book, something actionable for the Art of Passive Income listeners to go improve their businesses improve their lives. Oh, what is it, Erik? Mimi? Our tip of the week people aren't even on the call.

So, we are going to ask you, dear listener, to go to the Land Geek official Wealth Creation and Motivation page on Facebook leave a comment saying we want Mimi and her tips back or Erik and the tip of the week back. We'll take JotNot Pro from Erik at this point. Whatever you want to leave on the comment please do. We're going to motivate them to come back on the Round Table just the tips of the week, the TOW. So please do that.

Scott Todd: That is probably the best tip of the week ever Mark.

Mark: It really is. We've got to you know get the community rallied around the fact that the four of us we're spoiled now. We're not going to research the way those two do for the tip of the week.

Tate: We're waving the white flag.

Scott Todd: Tag them. Tag them. Tag them in your comment.

Mark: Tag them.

Scott Todd: Because they'll be like be crying for mercy. Please stop tagging me.

Mark: Yeah, please do it. Also, give us three little favors if you're getting value from these podcasts. You got to subscribe, you got to rate, review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we're going to send you for free, the \$97 *Passive Income Launch Kit* as well as the cherry on top, the new whole tailing course, *How to Double Your Money 30 Days or Less*. So please do that. Scott Bossman, any announcements?

Scott Bossman: No. Well, we got something exciting coming up. On the Wednesday night before Thanksgiving, Zaino and I are holding our second annual Land Geek lounge event. So last year was kind of cool. We sat in a room for like three hours sat in a Zoom room and had 30, 40 people come in and ask questions about land investing. We didn't know we'd have that many people the night before Thanksgiving but we had a lot of people interested. So it was our chance to reach out to people and just educate them about the business and it was a lot of fun. So the Wednesday night before Thanksgiving my mouse isn't working. I'd show you what the date is, but I can't get the dates

Tate: 27th.

Scott Todd: 27th.

Mark: 27th.

Scott Bossman: So that's from 7:00 pm Eastern to 10:00 pm Eastern.

Mark: All right mark your calendars. It's not like Nite Cap where you have to have a cocktail. It's nice if you want to have a cocktail but it's not mandatory, right?

Scott Bossman: Correct. It's not mandatory.

Mark: All right. When's the next Nite Cap?

Scott Bossman: Next Nite Cap is well we've moved to every Wednesday night at 10:00 pm Eastern. So tomorrow night, the 13th will be on and then the 20th I think Mike's working so we'll be off here for a week or so.

Mark: All right, check the Facebook group for those announcements. Thanks, everybody. One, two, three ...

All: Let freedom ring.

Scott Todd: That's pretty good.

Mark: It's not bad, four of us. I can't complain.

Scott Bossman: I think we need to be a little more coordinated with just four of us.

Scott Todd: Maybe we should record this thing like when we're all together and then we just...

Mark: Yeah.

Tate: Yeah,

Scott Bossman: That's a good idea.

Scott Todd: Then it's all perfect.

Mark: Now we're getting geeky.

Scott Todd: But we won't tell anybody we did that.

Mark: No. We won't say a word.

Scott Todd: We'll put ourselves on mute. We can still lip-sync it for the video. It'll be perfect. No one will ever know.

Mark: I really like it for sure. It's a good idea.

Scott Todd: Tate have you gone to the Cheesecake Factory or Panera Bread this week?

Tate: Me? No. You know I did have some cheesecake delivered to the house via Uber Eats from Cheesecake Factory so yes I guess I... You know I don't have this beef with Cheesecake. It's just so loud in there that I don't like eating there. Their food is actually pretty good.

Scott Todd: No problem.

Tate: Their cheesecake I mean talk about getting a home run with the missus. "Hey, what's up the door?" "Oh, like your favorite cheesecake?" "Who would have sent that over?" "Yours truly?"

Mark: Awww.

Scott Todd: What if she would have said like, Mark?

Tate: Mark's sent stuff to my room before? We can't discuss that on this podcast before.

Scott Todd: When he ninja chopped that employee at the hotel?

Tate: Yeah. Mark learned a very valuable lesson that night that sending really nice brownie desserts to people's hotel rooms at 11:30 at night isn't always well-received, didn't you Mark?

Mark: I really did. I haven't done it since so I've learned my lesson.

Tate: It's seriously the greatest story ever. We got to share that at Bootcamp sometime.

Mark: Yeah, I think I'm going to do something more creative. But you know sugaring people up is sort of one of my favorite things to do.

Tate: Yeah, it's your specialty for sure. You're really good at it.

Mark: I have tried to cut back on sugar in the past two, three weeks and I feel pretty good.

Tate: That's going to be hard coming up on the holidays.

Mark: Well, that's why I'm doing it so I can just guilt-free literally just try you know death by you know pumpkin pie or something like that...

Tate: That's a good way to go.

Mark: There's worse ways to go, for sure. So, you know my question is though, speaking of Thanksgiving of the food, which is your favorite? Is it the turkey, the potatoes, the stuffing, then you got the cranberry thing going on and then you've got the desserts. Like if you had to choose one of those...

Scott Bossman: Sweet potatoes.

Mark: The sweet potatoes with like the marshmallow and stuff on top.

Scott Bossman: We make twice baked sweet potatoes. They're amazing.

Mark: That's decadence.

Tate: Sounds good. I'm going to say turkey.

Mark: The turkey?

Tate: Yeah, we deep fry turkey so it comes out so delicious and moist and it takes so long and you're just out there in the sunlight. It's like 75 degrees outside and you're just basking in the aroma of deep-fried turkey smoke. It's amazing so yeah, turkey for me.

Mark: Scott?

Scott Todd: Not so much the turkey more of like the mashed potatoes or the like the sides you know, mashed potatoes like the green beans, sweet potatoes, anything that's bad for you like high carb probably. That's my go-to and then nothing like jumping right into the desserts.

Mark: Yeah, yeah, absolutely. I mean, I really try to be surgical about it as far as the energy. So not too much turkey because it's going to make me tired and I really want to save all that energy to get that sugar high.

Tate: What's wrong with getting tired?

Mark: And then crash from the sugar, not the turkey.

Scott Todd: The other problem, it's not really a problem, but the other issue I have is like, you know, we'll have like Thanksgiving lunch and I will tend to eat a lot at the lunch. I mean you know that's what you do, right? But then for some reason, my wife doesn't like eat a lot. So, you know like they'll be food all around and we'll get home and she's like, "I'm really starving." I'm like, "I'm about to puke. I'm so full. How are you starving?" And she's like, "Well, I didn't really eat too much because I was talking all day." I'm like, "Well less talk more food, man." So then she's like, "Oh, what are we going to eat?" I'm like, "I can't even think about eating. Seriously, if I eat more I will die right now." So it's kind of like this thing like this year I've got to do a better job of preparing for a second meal later on.

Mark: Yeah, yeah. By the way is it poor Thanksgiving etiquette not to completely stuff yourself? Like if you're not kind of like unbuttoning your pants at some point in the night like is that just sort of a Thanksgiving foul?

Scott Todd: It might be un-American?

Mark: Is it un-American?

Tate: Yeah.

Scott Todd: It might be.

Scott Bossman: Definitely Un-American.

Mark: Yeah.

Tate: You should eat till it hurts.

Mark: That's like tradition, right?

Tate: Yeah. I think that's just kind of standard protocol, right?

Mark: Yeah, because if you're the cook and you're hosting it and everyone's sort of not eating their fair share, won't you feel offended? I don't know. It's a dangerous holiday.

Scott Bossman: It's a dangerous holiday.

Mark: It's a philosophical question isn't it? How much is enough?

Scott Bossman: I get a little upset when I make a meal and like people don't eat it. So if I was making a huge feast for Thanksgiving and people didn't eat it I think my feelings would be hurt a little bit.

Mark: Yeah, I get it. Yeah, it's being impolite, right?

Scott Bossman: Yeah.

Scott Todd: Not cool, man.

Mark: Not cool.

Scott Bossman: Not cool.

Mark: All right, so we're all agreed. All right, well speaking of I'm going to go eat some lunch, leftover turkey chili. I'm very excited about it, high protein.

Tate: Nice.

Scott Todd: Yeah that's nice.

Tate: All right, see you guys.

Mark: All right, see you guys.

Scott Bossman: See you.

[End of Transcript]