



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 literally small intimate Round Table today and let's just start with Scott Bossman 'Dude Buddy' 'The Nite Cap OG'. Scott, how are you?

Scott Bossman: Great Mark. How are you?

Mark: I'm great. This is like the quickest intro ever. We've got on the mend from a horrific car accident but we're so happy he's okay the 'Big Poppa'. I love it when you call me 'Big Poppa' Tate Litchfield.

Tate: Hey guys, happy to be back. It's been a little bit but you know I've enjoyed listening to the last two podcasts. It's interesting when you're not on the podcast and you listen to the podcast and you think. 'oh wait, I would have said this there'. It's just a whole different vibe but the show goes on I'm happy to be back on today.

Mark: Yeah, you're relatively pain...

Tate: Pain free yeah. I mean I'm on the mend.

Mark: It's great. All right, well we're sorry we're missing Mimi the 'Terrorism Hunter', we're missing Erik the 'Technician', we're missing the 'Zen Master' Mike Zaino, but you know who's here? 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: I am good. How are you?

Mark: I'm great, I'm great. So this week's Round Table coming off of a phenomenal Boot Camp, which unfortunately Tate had to miss in Phoenix are what are those common mental blocks that we see people, you know, kind of stopping them from getting to the next level in this business. So maybe it's the fear of, you know X, Y or Z. Let's just start with the 'Dude Buddy' Scott Bossman. Scott, what are some of the common mental blocks you see our students' having?

Scott Bossman: I think there are a number of them but I would say that a common one is kind of fear of putting faith in yourself that you can do this like believing in yourself that you can do this and there's a couple of components to that. One you need to believe that your investment in this business, in the training, in whatever. A high investment in your time, a high investment in the program something like that is going to payback in spades if you just put forth the effort and if you just execute.

I think a lot of people are a little bit hesitant to commit to something whether it's time, whether it's putting money into your business or training or something like that because they're just fearful because it's the unknown. They don't know what's on the horizon, they don't know how to get there and they have a hard time just taking the plunge and taking the leap to kind of entrust their pathway to others because as coaches, as people in this community we're going to help you up the mountain. It doesn't have to be a journey where you're all alone and I feel like sometimes people may they put themselves on a pathway of solitude because they feel like they need to bootstrap it to prove to themselves that this works. We have overwhelming evidence that it works. So I think putting the faith in the community and the coaches and the programs that we have is sufficient enough to get on the right path.

Mark: Yea, I call it the Phillip Ma syndrome. So Phillip Ma, you know if you talk to him, he's one of our coaching clients he made this amazing video

about his journey but he literally like wouldn't tell his wife what he was doing until he proved it to himself that it worked. But if you talk to him he'll say the biggest mistake he ever made was wasting nine months of trying to do this on my own and going through the trials and tribulations and all that pain when I could have just avoided it and gone straight through the coaching because then like his business took off and he did deal after deal after deal.

But you know it's almost like you don't know what you don't know as far as how little you would have to suffer if you just had somebody like a Sherpa. Like okay I'm going to go up Mount Everest I'll go like maybe I'll do it on my own I want to prove to myself I can do this. Why not go with a Sherpa who has already done it 1000 times? But I think it is a block. I think there is a lot of fear about having that belief in yourself, that fear that okay just because Tate, Scott, Mike, Mimi, Eric, Scott Todd and all these other people can do it well I'm not sure I can do it even though like if you look at me come on there's nothing special about me if I can do this anyone can do it.

But shortening that learning curve I think is what truly makes it more enjoyable, having that community and just going to bed at night knowing that you're going to get this massive return on your time and investment versus stumbling around the dark trying to pull this here and there. But it is a common fear for sure and I get it for sure. Tate, how about you what's some of the common mental blocks that you see?

Tate: You know a couple... I'm glad we're talking about this because I see a few of them on a regular basis and one would be this fear of getting stuck with something. People who are getting into this business are always afraid that if they buy a piece of land they're going to be the one guy in the room who can't sell it or they're going to buy that one piece of property that isn't good that nobody wants and the reality is everything sells. I know it's cliché to say but the truth of the matter is you cannot be a land investor if you will adopt this one-in-one out approach. What I mean by that is you can't simply buy one property, sell it and then do it over and over again.

At some point you've got to put yourself and your money on the line and say you know what I'm going to buy eight of these and once you buy eight of these and you continue to follow these steps it's amazing what happens: the deal flow starts coming, the leads start coming in more frequently and then very quickly you're going to turn around and you're going to be contacting me on the Mastermind Call and you're going to say, "Hey I got this issue where I bought a bunch of property and I wasn't having any action on it and then I sold it all in two weeks and now I'm out of land. What should I do next?" So this one-in-one out approach when it comes to land investing I don't believe it works. I think it might work on some properties but if you're

going to do a volume of deals you need to have inventory people like options. So that would be the first mental block that I see.

The other one has to go with kind of what you just said Mark about am I too late to the party. If Mark's having such good success and if we've got the great Scott Todd closing deal after deal after deal. Is there any room for a guy like me? And the answer is yes obviously the market some big. Scott's working in three counties or something like that, Mark you're working in a handful. I mean there's so many counties out there that The Land Geek hasn't even mailed to that there's plenty of room for everyone.

This pie is huge you're not looking for the whole thing, neither is Mark, neither is Scott, neither am I. We're looking all for our little piece of it and that piece can be however big you want it to be. So there's plenty of room for everybody here. We're probably the only market in the world where we're inviting other people to come join us like 'hey we've got this amazing gig going on over here.' Scott Todd hasn't worked since the 2018 come learn about what he's doing and how he's able to do this figured out and we'll show you everything that you need to know. So we're probably the only ones out there I think. Those are the two mental blocks that I see.

Mark: You know it's so true. I mean you know when you look at the market literally there is no competition. You, me, a million people can go into this niche we'll all run out of money before we run out of deal flow, but I think that is a common fear it's like you think well all these people are doing this. Well in reality they're not doing it. Like just think about how big your REIA meetings are, your local REIA meetings a hundred people in the room 99 of them are wholesalers, landlords and flippers you and I are the only land people.

HGTV, the DIY network there is no Flip This Land even though Scott Todd keeps pitching them on that show. Before picture raw land, after picture raw land it's just not a thing and it's not sexy, but I think passive income is sexy without headaches. But most people really, you know, generally speaking won't find this niche very sexy at all and therefore it's always certainly going to be this noncompetitive niche. Scott Todd, how about you what are some of the common mental blocks?

Scott Todd: I think one of the mental blocks is that okay and it's almost what Tate said I'm going to go and I'm going to buy one piece of property and just kind of test it out. Like I'm going to see if this thing works. You can do that and I think that what a lot of times you miss is that you're actually starting a business right. Like there's a big difference here because you're

going into the land investing business that's the keyword I think that a lot of people skim over.

So yeah you can go buy a piece of land and you can go sell that piece of land, no problem, but honestly you go do that it's going to bring in you know let's say a hundred bucks a month for you or less. Well okay that by itself is not the most exciting part of this business what is exciting is when you have like a lot of these notes; you know hundreds of these notes.

I've got to tell you man like I got an email from someone the other day and they're saying, "Hey can you tell me what balance is?" Even though they have access to the great GeekPay.io. So I'm like who is this cat? Like how long have they been paying me? I login and I look well they've been paying me since 2016. I had to go back like I didn't even know their name like wow. So you know when you think about like that aspect it's not the one note. The one note is cool, it's the hundreds of notes and the only way you're going to get to hundreds of notes is if you start to build infrastructure and you start to lay down the foundation of the business and you start to like chisel away at these stuff and making sure along the way that you're not building yourself another job.

Because too many times people they are like I don't want to pay a VA \$3 an hour like they would rather screw up the list and to me I'd rather I don't know go out and do fun things as opposed to scrubbing the list. So you've got to build the right time horizon here, you've got to give yourself it's not a one year deal. Okay it's a multiyear commitment that you're making here and you have to be committed to like chiseling away constantly at all of the pieces to build in the infrastructure, to build in everything that you need so that you can really step out and truly start to enjoy the passive income of the profits that are coming in every single month.

Mark: Yeah absolutely and I couldn't agree more getting back to Tate's point about that fear of being stuck with land we even have our guarantee with the [Toolkit](#) that if you buy it the way we're training you to buy it you won't get stuck with it, sell it to us we'll buy it. So even that fear is unfounded as well as just the fact that we guarantee that if you do the steps in the [Toolkit](#) we guarantee that this program is not going to cost you anything so we even take that away.

But getting back to the Scott's point is that fear of just continually working the business as a business as opposed this, you know, one off buy sell, kind of like what Tate said. I think what Scott said was even deeper than echoing what Tate said. I love it when Scott to quote Scott Todd, "You don't want to be a chicken franchise with no chicken." And oftentimes there's that fear you

want it, you buy a piece of property you don't want to keep buying until you sell it and that is a common mental block for sure.

I think one of the common mental blocks I see especially from one-on-one coaching clients is the money aspect of it. They get to a certain point and then they think oh I have to self-fund, I've got to sell for cash. Like I remember listening to the Round Table was it last weeks or two weeks ago, it was titled [Shhh Don't Tell Mark I Did A Cash Deal](#). Erik Peterson was like yeah I had this other deal and I didn't want to you know go out and get the money for it so I flipped this piece of property for cash. Nothing wrong with it but I'd still make the argument that he should still have people lined up giving him money and helping them so that he has more flexibility with the money piece of this.

You don't have to use your own money and even though Scott Todd made \$17,000 cash on a flip nothing wrong with it but his argument was different than Erik's it was his buyer that wanted to do it. Scott wasn't saying he was dictating the market based on his cash flow needs. I need to sell this property for cash because I need to redeploy it for other deals. He has other money waiting in the wings to do other deals he didn't need it was just he was being flexible with it.

So I have nothing against cash by the way I just I am really more on the side of flexibility and having this abundance mindset that the real value in this niche is buying these assets 25-30 cents on the dollar if you do that there's so much money out there and there's no reason to limit yourself because you have a mental block about money. I know that was kind of long-winded. Scott Bossman, what are your thoughts?

Scott Bossman: You know I'm glad you brought that up because I just had a conversation with a gentleman the other day he's new to land investing; he's been doing this for one year he's done 80 deals. But do you know how many are terms deals? Two; he's on 78 cash deals over the last year and he's completely burned out on his business because it is not a passive income business for him. He is making cash on his deals and redeploying the cash into more deals, but none of it is passive and he's completely burned out, he has created another job for himself.

I think that one of the main mantras I've learned in this business from the beginning from you guys who were my coaches is that passive income although it will not happen right away it's a process like Scott Todd said. It could be a 3 to 5 year process but when you have a 100/200 notes coming in and multiple five figures of income coming in next month and if something happened and I couldn't do my land business for a couple of months and I

have that income coming in there's no better sense of security and feeling that true passive income, right Tate?

Tate: Yeah I was just going to say heaven forbid like you get into a car accident and you break your leg and you spend three weeks in a bed I didn't even sweat it. It was like well you know it might mean we're going to not hit some goals this next week but no worries I've got money coming in, don't need to stress about the bills getting paid.

Honestly my wife looked at me and said, "Hey are we going to be okay?" I said you're not even going to notice it. You're not going to notice any difference in our lifestyle and that was it probably was the most comforting phrase I've ever said it was you won't even notice it and that's when I realized like there's no better job than this. There's no better career opportunity, there's no better investment strategy than one that you don't feel when you get hurt.

Scott Todd: Wait a minute.

Mark: Yeah.

Scott Todd: Whoa, whoa, whoa hold on.

Tate: Oh, oh.

Mark: Oh, oh.

Scott Todd: Did your wife believe you when you said that that you're not even notice it?

Tate: Yeah.

Scott Todd: The reason I challenge on that let me tell you what she's going to notice one I'm sure you're going to be grumpy from not bike riding and two...

Tate: Okay she did notice that.

Scott Todd: Okay yeah, yeah, yeah.

Tate: But I meant like financially. Like hey you're not going to worry about it we're still going to have the same amount of money you're going to have to deal with a grumpy old miserable husband for the next couple of weeks because his leg's broken but.

Scott Todd: She's going to want to go get a job to get away from you.

Tate: That's likely. Yeah she has been spending more time at the gym lately. So maybe that has something to do with it.

Scott Todd: [00:18:42] [indiscernible].

Mark: Right.

Tate: Well the other thing is she'll like walk me to my office and just kind of like leave me there because I'm so immobile that I just kind of have been stuck. So I'll be like Alison, Alison and kind of have to hang out here all day but...

Scott Bossman: She takes your scooter from you.

Tate: Yeah, she'll just push it down the hallway a little bit further so it's like, "Oh I guess I'll just stay here."

Mark: Yeah, yeah, I mean you know I think are our ultimate goal is for you to build real wealth in this business and wealth being defined that you can work when you want, where you want and with whom you want. So Tate doesn't have to clock in somewhere, he doesn't have to hobble up into an elevator in some big high-rise building get there at a certain time, have to wear certain clothes because of the corporate culture. Even if he's wearing just a T-shirt and jeans and that's the corporate culture he has to wear it. Like it's not his... someone else is dictating his schedule. He can't just work where, when and with whom he wants and to me that's real wealth is that having that flexibility to say to your spouse yeah run on out, go work out for two hours I can spend time with the baby. Although Daisy is not a baby anymore you know but with the toddler and do all that because I have the time.

So that's really what this is about but if we go back to Scott Bossman's example of a guy that's flipping land all day long he's just got a better job than his other job but he has to be there. He has got to be flipping and then redeploying and buying and selling it's a hustle and you have that.

Tate: I mean Mark don't you see yourself in that story too a little bit because wasn't that you for so many years, right. You just flipped, flipped and flipped and eventually...

Mark: Yeah it was biggest mistake I've ever made.

Tate: Yeah, kind of your mistake.

Mark: Those are my two biggest mistakes was not having a mentor when I first started and then flipping land and of course if I had a mentor he would have told me or she would have told me hey you've got a subscription model on you. Make this land cash flow and I would have been like oh that's genius.

So yay, for all of you who don't have to make million dollar mistakes like me; I'm not bitter about it. I am happy, happy to do it so not a problem, not a problem at all. But Scott Todd any last words before we go to our tip of the week?

Scott Todd: I would just say like it's so easy to talk yourself out of something. Like it's so easy to even say right from the get go right well and Tate eluded this, like oh well if all these people are doing it the opportunities dried out. Mark you and I were on a podcast today where we were interviewing someone for a podcast that will come out much later and they were talking about AirBnB and you know as he's explaining this I'm going through it in my mind saying oh well, all the good locations must be off the market, everybody has already contacted everybody. That really does show and I'll call myself that really does show in a way that you kind of have a limiting believe because you don't realize just how big the world is, how many and in my case how big the opportunity is. I limited it and I was willing to dismiss it by saying oh well I'm sure all the good locations are gone. How do I know that? How do I know without further expansion or further research on it?

So if you find yourself saying well all these people are doing this I'm sure the opportunity has already passed well it hasn't. You owe it to yourself and to your family to go back and to like give it a once over and do some deeper research because what you'll find is that the amount of land in this country of America is massive. We possibly can't buy it all individually and you owe it to yourself and your family to not give up that first without further expanding it and looking deeper at it. Go do something, take action on it.

Mark: Yeah, yeah you know it's so true and then as far as scaling it and getting the systems again to the point where your 90% automated like all of us I can't say it enough you cannot penny pinch your way to wealth. At some point in time you're going to have to let go, you're going to have to spend money even if it's three bucks an hour on an inexpensive VA and start systematically getting yourself out of this business so you have a freaking business and not a job.

But so many people are fearful about I mean you know I'm saying spending money it's investing money so that you can go on and work on the real opportunities in this business, the higher dollar things and don't do the \$5/Hour work or \$10/Hour work or \$20/Hour work and start thinking like a CEO. But so many people are afraid to even just invest in, you know, the systems or the software or whatever it takes to save themselves bedtime so they can go and do more deals. I think that's common piece too, do you see that Tate?

Tate: Oh yeah absolutely, absolutely and hey listen I will be the first one to admit it I'm a fairly cheap guy. I don't like wasting money but hiring a VA or getting a better education or working with a mentor that's not wasting money that's investing in myself and I am always willing to do whatever it takes to expand my knowledge or learn a new skill or associate with people who are more successful than me that's a worthwhile investment. So you can be cheap but don't limit yourself, to limit your own potential because Mark said it I'm nothing special. I've just made it my mission to surround myself with people who are like-minded and as driven as I am and it's a great circle to be in. So yeah don't hold yourself back.

Mark: Yeah you know I agree; I mean I'm frugal. I'm not going to go out and you know pay retail for a big screen TV but when it comes to building my business to the next level then yeah I mean I want to get the best deals I can but I'm going to invest as much as I can. I mean I say it I'll invest any amount of money if it will save me time because again it's the only finite resource I have and that we all have but so often we forget that and it's just kind of a good reminder.

But speaking of finite resources and speaking of saving you time today's podcast is sponsored by Flight School. To learn more just go to TheLandGeek.com/Training over 16 weeks have Scott Todd take you up that mountain of land investing quickly, efficiently, safely and start building real wealth, real passive income so that a year, 18 months, two years from now you're working when you want, where you want and with whom you want and you know really let this business transform you and your family for sure. So just go to TheLandGeek.com/Training.

So we're at that point in the podcast gentleman where we're going to ask for the tip of the week: a website, a resource, a book something actionable for the *Art of Passive Income Model* listeners to go improve their businesses, improve their lives. I'm going to call myself today Mark what have you got? You know why I'm calling on myself?

Scott Todd: No idea.

Mark: Because Erik Peterson is not going to be able to rip on it which is so Erik. So my tip of the week is going to be a great book that I just recently finished called [Indistractable](#) by Nir Eyal. Nir Eyal. And he wrote [Hooked](#), about how technology companies hook us, we get these dopamine hits the way that they do it. But the antidote to that is his book *Indistractable* and the ways that you can certainly get your attention back and have this sort of a deeper work in your workday to get more done, be more productive and be just happier overall and not constantly checking technology and having your attention hijacked by something external. So check out *Indistractable* that is going to be my tip of the week all right. Scott Bossman, are we good?

Scott Bossman: Yeah, we're great Mark, thanks.

Mark: Tate, are we good?

Tate: Yeah, great podcast.

Mark: Scott do you have something you want to say about my tip?

Scott Todd: Nope, very good.

Mark: We all good. All right let's do this one, two, three.

All: Let freedom ring.

Mark: Man.

Scott Todd: Geez.

Mark: I don't if it was the internet there or what.

Scott Bossman: Scott Todd is lagging.

Mark: We've got to get Erik, Mimi and Mike back on next Round Table for sure. But yeah, I want to just on this little bonus piece mention at Bootcamp Tony Griego. Tony comes up to us and says, "You, Tate and Scott have to open this all three together." We're like what is this thing? Well Tate wasn't there so Scott and I opened it with Tony and sure enough it was a very nice note and a gift card to none other but Panera Bread and Cheesecake Factory. My question is this a real gift? Tate, is it a gift?

Tate: You know I think absolutely it is. Yeah, I'm flattered. I'm honestly flattered I can't say thank you enough but just made me wonder I mean has Scott succeeded in brainwashing everybody to make them think that I love the cheesecake. I mean come on Scott, has this always been your mission.

Scott Todd: Mark is it Mark's question? Mark I'm shocked that you even asked the question. Like of course just read the card was like written with love, pure love.

Of course it was a genuine gift and you know it's really kind of cool and I think it what it shows is that everybody knows that Tate loves the Cheesecake Factory and Mark loves Panera Bread.

Tate: You know I do love the Cheesecake.

Mark: Mark, loves Panera Bread?

Scott Todd: Yeah, yeah Mark.

Mark: No, no Scott, the running joke is that, for years...

Scott Todd: When I say Scott Bossman loves Panera Bread Scott Bossman loves Panera Bread.

Scott Bossman: I think you handed that off to me because it's about the only coffee place in town I can go to for good Wi-Fi and some quiet in the mornings.

Mark: I agree. I think it was a really, really nice, thoughtful, funny gift to give us and we are appreciative. So Tony if you're listening thank you so much, it was great meeting you just at Bootcamp that was really very special and the sentiments meant a lot as well in all seriousness and of course I will be, you know, probably making myself a little video eating Scott Todd favorite sandwich from Panera Bread and sending it to him and certainly. I mean Tate if I had to guess your favorite cheesecake at Cheesecake Factory knowing you, given your age is probably either something like Oreo or Cookie Dough.

Tate: All right. You know I'm not really going to come back with any negative come back because you're pretty close. I like the Peanut Butter one which is really good so maybe I don't know. Is it bad that I like cookies? Is that a crime?

Mark: I love cookies. It's not a crime.

Scott Todd: Mark, Mark when you...

Mark: When you get to our age it's like you're like kind of doing like Ducle De Leche, or something more sophisticated.

Tate: I'm looking for like hey can I get the no fat, low calorie cheesecake, right?

Mark: Ohhh that hurt.

Scott Bossman: Ouch.

Scott Todd: You just went there man.

Tate: I went there. I mean who bashes on Oreo cheesecake? I mean seriously.

Mark: You know what, I'm making a video of myself on the Peloton today just riding and burning off those calories of that cheesecake while you are unfortunately unable.

Scott Todd: Stuck in your office because your wife won't come in and pick you up.

Tate: Yeah, yeah, yep well all right.

Scott Todd: Mark if you go to Panera Bread to get that sandwich you can get a Panera Bread Cuban no problem just make sure you send me a video of that because then I'll go and show you the real Cuban.

Tate: You know I had a Cuban. I can't remember where we were. We were at... I don't remember somewhere here in town and I ordered a Cuban just because like I was having the cravings. I was so disappointed Scott. It was such a letdown that like I asked my wife to trade with me. I was like hey I think you'll like this sandwich. She was argh it was so disappointing.

Mark: Yes. Scott Bossman speaking of you know gifts I mean think Tony's was a real gift but I think Scott Todd's ruining us on the Cuban that's kind of cruel in a way. It's like here try these guys and oh you can only get this at you know in this area. Kind of not so great. Like I would not do that to a friend just ruin them on something.

Scott Todd: No, wait a minute, wait a minute you take us to like this pizza place its like so good. It's like being there in Italy and like it's not like it's a chain I can go and do that. What are you talking about?

Tate: Yeah.

Mark: Yeah and I did ruin you on pizza. I can't get Cubans anymore.

Tate: And I quote "Tate it will save you a trip to Italy."

Scott Todd: Oh yeah, I remember those quotes.

Tate: Right, like he quoted himself. He said, "Tate it will save you a trip to Italy." And then we ate and it was amazing and pizzas not...

Scott Todd: Or Tate I mean we have our fish and chips. I haven't eaten fish and chips since I had fish and chips with you man.

Tate: Yeah, that was good. Moral of the story is we like to eat.

Mark: Yeah. Did Tate ruin us on buffets?

Scott Bossman: Yes.

Tate: I dropped the mic. I dropped the mic there.

Scott Bossman: You did drop the mic on that thing.

Mark: That was crazy.

Scott Todd: Even the buffet or anything since then.

Mark: Yeah.

Scott Bossman: I'm still full.

Mark: If you're in Phoenix or Scottsdale check out Pomo Pizzeria it will save you a trip to Italy.

Tate: I've got to give a shootout Mark. Our dear friend Jeff Dettmer it's election day for him so by the time this comes out he would have won and from now on we'll have to address him as Mr. President.

Mark: No kidding.

Tate: I looked it up that's what he told me. I asked him today I said, "When you win what am I going to have to call you?" All right he will be referred to as Mr. President. So exciting news for him. We're going to have a very, very honorable president on our next Mastermind calls it's going to be awesome. So great job Jeff.

Mark: Wow. Well Mr. President Jeff Dettmer congratulations and I'm excited. I'm excited to see the changes that happen in that county with Mr. President.

Tate: Yeah, there's no body better. If you guys don't know Jeff I mean you're missing out. He's one of the most genuine guys in our community he'd do anything for you.

Mark: He's the kind of guy like that gets it done. Like I remember in the VIP room like he was like, "Okay now," you know like an hour later he's like, "I worked on it and I got it done." Like he is massive action and so this guy being in charge of this county like this could just be the steppingstone to being governor of Ohio for him. Like he's just going to turn it around.

Tate: Sky is the limit man, skys the limit.

Mark: He's that kind of guy for sure and he's got time because he's got all this passive income coming in from land and his other real estate projects so good for you Jeff. Oh I'm sorry, Mr. President.

Tate: Mr. President.

Mark: Yeah, thanks for bringing that up.

Tate: Yeah.

Mark: All right well I'm going to go figure out what I'm going to do for lunch because it's almost 1 o'clock here and I have been doing my intermittent fasting. I'll be eating anything except a Cuban sandwich. So, sky's is the limited for me.

Scott Todd: We went to that restaurant on Saturday by the way.

Tate: Oh you did?

Scott Todd: Yeah. I sent you guys a picture from outside that restaurant actually.

Tate: Yeah, I saw that. I wondered if it was in that area.

Scott Todd: I wanted to send you a picture of it but I withheld but since Mark is like dogging on me a little bit I figured that I will drop the bomb on him.

Mark: How am I dogging on you, that you would introduce us to something so good?

Scott Todd: No, no, no you were saying like you were going to go to Panera Bread and use the card and send me my favorite picture, picture of my favorite sandwich.

Mark: Yeah, I can't get a Cuban though.

Scott Todd: Right.

Mark: Maybe I could just you know.

Scott Todd: It's okay. It's okay listen you're coming to Tampa next year, so I'll hook you up.

Mark: Yeah, we'll fly to some cool spot.

Scott Todd: We could yeah. Shhh don't tell your wife.

Mark: Shh, I won't.

Tate: You better end it now Mark. You better end it now.

Mark: That's right, that's right. All right thanks guys. See you later.

Scott Bossman: Thanks guys.

[End of Transcript]