



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, Mike Zaino - ThreeLandGuys.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 and this week's Round Table podcast small and intimate group again. But we've got the 'Zen Master' Mike Zaino. Mike, how are you?

Mike: I'm doing great. How are you?

Mark: Good to see you. You know, next week now Thanksgiving is already coming on by the time you're listening to this but we're recording this two days before Thanksgiving. Mike, I just want to say I'm very grateful for you.

Mike: You know I feel great about that because I'm feeling a lot of Scott Bossman love lately especially on yesterday's live broadcast so to hear you publicly say that - if it wasn't for the glass you'd probably see tears blowing up. I really appreciate that.

Mark: And I just wanted to do that because I knew about that yesterday. So speaking of Scott Bossman we've got the 'Dude Buddy', the 'Nite Cap' OG. Scott Bossman, how are you?

Scott Bossman: I'm feeling the love as always Mark. I'm glad to be here.

Mark: You get the virtual hug. I'm grateful for you buddy.

Scott Bossman: I'm grateful for you.

Mark: And of course, we've got 'I love it when you call me Big Poppa' he's got his own [rap song](#). Have you guys listened to this rap on [Sound Cloud](#)? Tate Litchfield, how are you?

Tate: I'm good. I was going to say like from now on maybe we can just play a little snip of that and I could just come in. You know, maybe I need to get like a big boom box on my shoulder when you introduce me, I'll just hit play, let it blast out for a second and then turn it off.

Mark: Absolutely, absolutely.

Tate: Certainly. All right I know what I'm doing on Black Friday.

Mark: And of course, my gratitude for you knows no boundaries.

Tate: Thank you.

Mark: Last but not least we've got the 'Brain', the 'Professor' Scott Todd from [ScottTodd.net](#), [LandModo.com](#), and if you're not automating your Craigslist and your Facebook postings, [PostingDomination.com/TheLandGeek](#). And, learn anything about anything [InvestorNinjas.com](#). Scott Todd, how are you?

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

Mark: I'm great and you know I don't even have to tell you how much I'm grateful for you up. I pretty much Vox it every day just it's annoying.

Scott Todd: Yeah, the feeling too the same Mark.

Mark: Well, I appreciate it and I thought that since we're coming off of Thanksgiving or going into Thanksgiving, I thought it would be an interesting topic just to talk about which aspects of the land business like that lifestyle you're most grateful for? I know we're all grateful for so many pieces of

what the land business and financial freedom and this passive income provides us as far as, you know, solving our money problems, solving our time problems. But I'd love just to get a little bit more personal and intimate about your lives and find out what are you most grateful for having that time and that money to live your best life? I mean we might as well start off with the Zen Master.

Mike: Yes. So, to me I mean you hit it on the head when you say time freedom. The fact that every day, you know, everybody knows I still work the fire department, but I'm blessed with a great schedule there. You know its 25-hour shifts but as far as every other day of the week it's just basically do whatever I want, whenever I want and I'm just super grateful Mark.

I tell people all the time, you know, I came into this business close to five years ago. A close friend of mine interested to you and I was buried in debt and I remember meeting you out in Arizona and just to take him back. I always tell people the same thing you're authentic, you're real. I mean everybody hears you on the podcast here...is this really how Mark is or is he just putting up some show? I was just taken them back you are very authentic and I knew that we had something that could lift that weight off our shoulder.

So first and foremost the like the time frame but also the fact that I don't feel the burden, that weight, that debt can be crushing and if anybody out there is suffering from any type of debt you know what I'm talking about it affects you at all levels of your life. So I guess I did say it's not just the time freedom but really just to be free of debt, to realize that I am debt free. You know the fact that I don't have that immense pressure on me anymore and I could go out and just you know. I don't live a very luxurious life Mark but I live it the way that I want and I'm very happy and blessed.

Mark: Mike Zaino I'm not buying it. By the way don't tell me you're not living a luxurious life. Walk through your luxurious morning okay. That's pure all luxury.

Mike: Yes, that's true, and this, yet I am grateful. Every morning I go to the gym every morning with my wife and we do our workout. I work out just enough so I can enjoy the sauna and the cold shower which by the way is getting more difficult this time. I was in the cold shower today and I'm like mmh you know it makes you scream a little bit. All the guys looked at me they're like what's going on? I'm like cold showers they're good for you, then into the sauna and then the steam room and all. It's a great morning and then we get breakfast. So yeah about 11 o'clock or so I get back to the office, yes Mark that is to be able pretty much. I always wonder they think

that I do because mostly it's like older, retired guys in the end and they're kind of like, "What does this guy do?" You know is he... but I don't know. I feel very blessed yes. It's not luxurious.

Mark: Are you kidding me? There's fortune 500 CEOs they've got to be in that office by 7:00 in the morning. They're not doing that, they're not getting the sauna shave.

Mike: We get spoiled I guess in this business Mark. We get spoiled by our returns. People think we're making them up sometimes. I talk to people on the phone I know this sounds fictitious when we say we make this type of returns but until you experience it you just have to experience it to know that it's real. So yeah I mean gratitude all around Mark.

I just think that this is something that anybody can do. There's nothing special about a blue collar fire fighter other than I just follow the recipe and I feel that anybody out there if they're willing to stick through it, I mean you always say it's simple but it's not easy and the part that's not easy is consistency. But you know we go through Flight School we learn to keep consistent because you set up systems. How do you stay consistent? You have other people do it for you. That way if you're not doing it's still getting done. So extremely grateful at the end of the day for all of this. So I want to make sure that comes across over and over again. I'm just blessed and grateful to have met you and have this opportunity.

Mark: You know yeah absolutely. I think you're being a little humble Mike because you are special. There is something very special about you and if you don't know it then you've got to come to Bootcamp and next Bootcamp it's January 10th through to 12th in San Antonio. We do have seats left. We're all going to be there, including Mimi, including Erik. Then you can come to me at the break and be like you're right I met Zaino he's special. Speaking of extremely special 'Dude Buddy'. A sober 'Dude Buddy' which is always special.

Scott Bossman: You make it sound like it's rare.

Scott Todd: Scott Bossman what are you... I mean I go on those Nite Caps they you know... You, Forbes, Zaino it just starts to devolve around that 30 minute mark.

Scott Bossman: Yeah, we should put a 30 minute time limit on that I think.

Mark: No it's great, it's great. So if you guys don't know what I'm talking about you've got to check out Nite Cap with Scott, Mike and Matt and they

have a little cocktail, they have some fun, lots of land investing education, along with just, you know, the comradely and the community and, you know, everybody is kind of chatting in there. It's really a phenomenal way to blow off steam and not feel alone in your land investing. Scott Bossman, which aspects of land investing are you most grateful for and how's that equated to in your life?

Scott Bossman: I mean I have a top 10 list and I could go over all of them but I was thinking here a few of the top things for me are I'm just not rushed anymore. Like when you're working the grind, when you working 8:00-5:00 and you've got to get kids to school in the morning and you've got to get them home in the afternoon and you've got to have dinner ready and I don't know. I was thinking about it the other day it's just it's like a godsend to be not so rushed all the time. Do I still have to get kids to school in the morning? Yes, but I guess I can do that in my sweat pants and come home and sit down on my computer and plan my land business or talk to people about land investing and I'm very passionate about that because it changed my life. So, there's that part just that sense of again time freedom.

There is the fact that, you know, this summer was my first summer home not working a job in probably 24 years and I was able to go golfing on a Monday with my son and go fishing on a Thursday with my other son and to be able to do these things with my boys that I was never able to do before, you know, there's that aspect of the family. It has improved my family relationships and then there is just the financial security. Knowing that if something were to happen and I know all of us can speak to this but if something were to happen and I had to put my land business on hold for a months or a couple of months I'm going to be okay. So it's given me so much and like I said I can go on and on and on but those are some of the key things for me that have made a major, major difference in my life along with just the community because I've met some really amazing people and made some really amazing friends.

Mark: Wow that I have to tell I'm a little emotional just listening to it and I can see Scott Todd is like, 'Of course you are because are a Mac guy. As Surface people, you know, we don't really do feelings.' But you know, it's I can feel it and it's really just amazing and I think for me like it's amazing just to be the witness of it and I remember having that call with you when you were going to quit your job and you know. I'm the one that kind of pushed you, right?

Scott Bossman: You did. I mean I was nervous to do that. It's just when you've been doing something for 20 years and that's all you know and you come from a family where that's all they know because farmers and doctors,

lawyers, nurses and teachers all trade their time for money and that's what I've done my entire life and I'm about on this venture. You know I needed a little push and it was the best push I have ever gotten other than going into coaching a few years ago my wife and you pushed me into that and I should say I'm thankful for Scott Todd because he was my coach a few years ago. There is some love for you Scott Todd but yeah.

Scott Todd: Love for you too Bossman.

Scott Bossman: It's just you know, Scott you say this all the time - there needs to be some fear in your big decisions because that's what moves you forward. Was I fearful going into coaching? Yes. Was I... not fearful, uncomfortable, let's put it that way. You need to feel a little bit of discomfort. So, was I a little uncomfortable going into coaching? Yes. Did it change my life? Yes. Was I uncomfortable quitting my job? Yes. But has it changed my life? Yes, and that's just what it has brought me.

Mark: Yeah, amazing, amazing. Tate Litchfield, that's a tough one to follow man.

Tate: Yeah, I was going to say geez. You know, what am I most grateful for? Obviously, the money that this business creates I'm grateful for that but after all is said and done, it's allowed me to really spend time on things that I want to and for the most part that includes my health right. I'm able to focus on maintaining a healthy lifestyle which is important because your health is wealth right as the phrase goes.

So, I'm really grateful for the time with a young family. It allows me to kind of be a present dad. I don't miss milestones which is I'm really grateful for that. I get to go to dance practices and these kinds of activities that my daughter finds interesting and I love it. I love being the only dad who goes to scissors classes. Like I mean arts and craft it's awesome, it's a fun thing that I'm proud of and the time, the flexibility, the ability to provide for my family it's all grateful. So, in reality I'm grateful for the business, I'm grateful for all of it so it's awesome.

Mark: Yeah, I know that that's amazing. I can only imagine what the... Is that Daisy?

Tate: Yeah, sorry.

Mark: She's right on cue. Get her the mic man.

Tate: She's decided to come in. No, that will be a round podcast let me just tell all of our listeners, really loud.

Mark: Yeah, I can imagine what the other moms like after they see and you're interacting with your daughter, they're exhausted and their husbands come home late and I can only imagine how much these dads loath you or the idea of you.

Tate: Yeah.

Mark: And they're like, "What do you mean? This guy is unemployed. How is he even there?"

Tate: You know it's funny because my wife will go out and she will be with her friends and last week she was out and they had the girls night. There was someone she didn't know who attended and basically long story short they started talking about their husbands and my wife is like, "My husband he's an investor." It's what we tell everybody because land investing it just means nothing to anyone. So we just tell everybody I'm investor and they're like okay great.

Where does he work? He works from the garage Mahal at our house and he only works a couple of hours a day and she's like I kind of caught myself midsentence because I could see these people thinking, "Yeah right, yeah right, he doesn't really work like that and I hate you." You know that's just wrong and yeah it made me happy. It's a great thing and now that we've lived this lifestyle for so long, we joke that like no I could never go back to a real job where I left my house and had to wear you know proper attire most days a week. I mean, I'm grateful for that. I'm grateful for seriously the time you get to spend helping out because it's a lot of work to be a mom. That goes out for all the moms out there. So, I'm grateful to be able to help.

Mark: You know it absolutely, absolutely. Scott Todd, how about you?

Scott Todd: Man, what is there left? We've talked about the money, we've talked about the time, we've talked about the relationship, we've talked about everything right.

Mark: You know what we didn't talk about?

Scott Todd: What?

Mark: We didn't talk about owning a plane? Flying like a bird.

Scott Todd: Okay we didn't talk about that, but...

Mark: Flying like a freaking bird.

[00:16:17] [indiscernible].

Scott Todd: It's a combination of all of them.

Tate: He's now captain Todd.

Scott Todd: Yeah, yeah well. You know Mark here's the thing though this is what is cool it is that first of all let me tell you what I'm most grateful for. What I'm most grateful for in this business is the fact that I was able to replace my income in as short of a period as I did and you and I just did a podcast with somebody that will come out much, much later on and she was talking about how she started in real estate investing in 2007 and she just retired this year. Let's just do the math really fast 12 years. 12 years for her to retire doing apartment buildings, multifamily and that's fantastic for her.

Okay that's great, I'm happy for her but if I had to wait 12 years it would have been miserable, okay. It's 12 years of misery and the people that are doing this business fulltime that we've kind of retired they are not taking 12 years to do it. I replaced my income in 17 months and 3 days. I mean I haven't even been doing this business for 5 years. Like I just got past the five year mark. Last month was five years so it doesn't take five years, it doesn't take 12 years. You can, if you're going the path, but really the speed that you go with is up to you but if you have that burning desire to get out of whatever you're doing and go do something else well men, you can do it. Okay like we've seen people, you know, quit their jobs in 12 months and that is so dang cool. We have a coaching student he quit his job in I think about 12 months and his wife is still doing some work part time but you know what she's having fun with it. She's not upset about it. That they're living the dream that they want, they're living their best lives that they want and it's possible with this business.

Now not everybody can do it in 12 months, right. Like that's the thing it's you have to have a realistic expectation time frame however the message here is that this is a business. I'm thankful that this is a business that has allowed like myself and others to enjoy the life that they want on their own kind of timeframe doing what they want and that's the coolest thing to me about this business.

And then it allows you to do things that you want to do to give back to the community, to give back to mankind. It's not all about me it's about living

and being a better person because you have the time freedom to do it, you have the economic freedom to help other people and you know what when you can do that man life all of a sudden gets a lot more better than just everything is about me.

Mark: Wow. You've all stolen my gratitude list by the way. So, thanks for that Scott Todd.

Scott Todd: You're welcome.

Mark: I mean leave it to a Surface user to do that. But you know, all joking aside is it okay Scott if I tell the story about your...?

Scott Todd: All right.

Mark: For me this is kind of amazing because I don't think Scott if you were working at your job you would have had the time or the resources to even do this. But we're on Voxer and we're looking at a picture of this two beautiful dogs and Scott is walking us through the story how he flew from Florida to Georgia, picks up the two dogs, saves their freaking lives and brings them to the Humane Society in Florida and I made a joke and I know like he was Oscar Schindler of dogs. If you've never watched Schindler's list, you don't get the joke but essentially I mean talk about, you know, that feeling of being able to make that big an impact on so... not just on the dog lives obviously but the people that were able to.

That group that were hey we've found these two dogs, there are two bonded dogs, they really loved each other somebody took the time and spent the money to save their lives mean it's the whole things is very special. Then when those dogs get adopted they would have been adopted. Like think about all the joy those dogs are going to provide that new family all because of your efforts and I'm making the argument that none of those efforts probably could've been made if not for what you've done on the land business.

Scott Todd: And that's true because I mean I would have never had that the time freedom or the economic freedom to even go learn how to fly in the first place or do anything else. Like there's that one piece right and so my wife was on that flight with me, she had a great time. You want to talk about like a shared experience. You know the day we flew to Georgia and my wife is starting to go like, "Okay. When are we going again?"

So you know it won't be a one and done thing but it was definitely fulfilling to be able to see these dogs make the next step of their journey it was really

kind of cool because the area that they come out has a lot of dogs out there that I think in the last... They told us in the first 19 days of November they had received to the Humane Society 60 dogs, 60 dogs in this small little town and they don't have the capacity to do anything with these dogs. So these dogs were basically on death row if you will. It was nice to be able to save these dogs and bring joy to somebody else.

Mark: Yeah just amazing and so I really have been kind of thinking about my answers you guys were all talking. I'm so grateful for so many things and everything you guys were talking about I'm super, super grateful for them and when I was younger I was Tate and then as I was going through my career I felt like what Scott felt like being be able to get of my job in 18 months and then to be able to spend time with my loved ones like, you know, just that morning routine like what Zaino was saying and Bossman being able to have those special moments throughout the week with my family. I've experienced all of those things so today I think what I'm most grateful for is The Land Geek community and being able to live vicariously now through other people's success. So just being on the Facebook yesterday with the Dude Buddy and the Zen Master out of nowhere Nick Ringling is like, 'Yeah, you know, I'm 8 months out of Flight School.'" I think he made \$187,000. Is that right guys?

Scott Bossman: [mute]

Mark: Wait Scott you're on mute.

Scott Bossman: Sorry. Yeah he said \$187,000 profit since ending Flight School.

Mark: Yeah. I mean and Paul Brewers like, "Yeah, I paid for Flight School tuition in my first deal." Who else said that?

Scott Bossman: Josh Deel same thing.

Mark: Josh Deel. I mean this is out of the blue. Like we're not asking them to go on and do this and I think through me hearing these stories of success. You know like a Tyler and Jen Kelly I feel like now I can really die in peace at least professionally like I've made enough of an impact to do that. I think having that ability to make an impact in other people's lives I'm most grateful for and then yeah I mean that's really it for me. I love it.

One of my favorite movies is *Groundhog Day* and at the very end of *Groundhog Day* you see how the main character evolves from, you know, this narcissistic and then going in just like this whole thing and it's all about

other people just this extreme giving and I want to get to that point of just extreme giving every single day.

It takes a lot of energy, but I want to try it, I don't know. So I think that that's for me.

All right, so real quickly as we get towards the end of the podcast what's everyone eating? What's on the menu? Tate Litchfield, what have you got?

Tate: We're going to have a true smorgasbord of options. We'll have a couple of different turkeys; we're going deep fried this year so that'll be delicious. You know, we'll have ham, the potatoes, all the sides but dessert is the main attraction. We're going to have anything from piquant pies, to pumpkin pie, all the way up apple pie, everything homemade it's a good, good few days in the Litchfield house to eat.

Mark: Nice, that's really nice. Now is it appropriate to wear sweatpants so that you can eat as much as possible and not feel uncomfortable in the Litchfield household or you guys are more formal?

Tate: Oh no. We're casual. We're going to have... we heat the pool so we'll be in swimsuits. So it's all good man.

Mark: Nice.

Tate: Take it however you make it.

Mark: Nice. I'm going to guess Scott Bossman it's all about the deep-fried cheese curds, but I could be wrong.

Scott Bossman: Actually, we have a couple of traditions food wise one is Lefsa. I don't know if you've ever heard of Lefsa. It's a Norwegian basically a kind of rolled out potato tortilla you put sugar and butter on it. It's like a Norwegian pastry made out of potatoes. So that's a tradition and then I have to have pickled herring in honor of my grandpa on salting cracker along with all the rest of the amazing food.

Mark: Very, very nice. How about you Mike Zaino?

Mike: Well since most of the kids are older, we are together, we had a meal out at the Irish Pub yesterday, the day before, two days ago. So, on Thanksgiving we're probably be just Laura, my son and myself will visit my aunt and uncle then we'll go get some Chinese and watch a movie. So it's going to be a little different but quite enjoyable. I'm not big on the turkey myself.

Mark: Yeah. Well I'll tell you what we're having we're not big on the turkey either. Scott Todd, how about you?

Scott Todd: Just the traditional Thanksgiving man, you know, turkey and all of the fixings. So, it will be a good day.

Mark: Yep. The whole family?

Scott Todd: Yeah, we'll actually have it at my sister-in-law's house and everybody is coming.

Mark: Yeah. I'll tell you what, that's a big win when you don't have to host it.

Scott Todd: Yeah, I think there is Christmas this year though.

Mark: Oh okay well. But I think it's... well I don't know.

Scott Todd: It's a lot of people for Christmas.

Mark: Yeah, yeah for sure and for those of you that are getting together with your families this is the time of the year put the fun back in dysfunctional, don't discuss politics let it go, okay. Focus only on family and the tradition and the food and all that. Just let it go you know who you are if you're listening to this and you're smiling okay.

So this year my son is in from college for the first time as a freshman so it's really, really special to be able to micromanage him and really just, you know, try to parent him when he does not want to be parented and just the feeling of it's called like Thanksgiving resentment. You know, like 'I'm a man now, you can't tell you what to do' and that part has been super enjoyable for me. Not it's actually it's great to have him home, I'm just joking but there have been a few little tiffs here and there like wait a second you're not totally free like come-on. But anyways my wife is a great cook and she is making Cornish hen so it's highbrow Thanksgiving this year.

Scott Todd: Wow, look at that.

Tate: That's sounds good.

Scott Bossman: Fancy.

Mark: It's fancy, phenomenal with all the other fixings so very excited about that for sure and you know we always have around the house this time of the year the Trader Joe's Kringle. If you haven't had that it is just a round ball of goodness.

Mike: Kringle?

Mark: The Kringle.

Mike: I've got to look that up.

Mark: Racine, Wisconsin they manufacture it. Bossman, have you had the Kringle? What's that?

Scott Bossman: Is Kringle or Kringla?

Mark: Is it Kringle? It could be Kringla.

Scott Todd: It's Kringle.

Scott Bossman: Kringle okay.

Mike: The Christmas item a Kris Kringle?

Mark: I don't know.

Scott Bossman: There is a Swedish Kringla as well.

Mark: It is a circle of goodness of pure sugary tasteful goodness.

Mike: It's a cracker.

Scott Bossman: No, it's not.

Scott Todd: Mike, just look at the picture. It looks much better than a cracker man.

Mark: All right. So even though this is after Thanksgiving we do want to wish everyone a Thanksgiving and I'm so grateful for our community, for all of you and thank you so much. So, of course in the spirit of giving Scott Todd what is your 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 what have you got?

Scott Todd: All right Mark. So I thought that we had this problem solved a few weeks ago because Mimi and Erik were not on the call and we asked everybody to tag them on Facebook and ask them to come back to give us the new, correct, like good tips of the week. So my tip of the week hopefully will drive people to go and like get them back for some real functional stuff and it's called the DatabaseOfNachos.com which you can find the great nachos all around your house or all around your area so you never have to worry about not having the best nachos ever. That was so great that Mark knocked his microphone down and everything.

Mark: This is so exciting for me.

Scott Todd: All goodness was released.

Tate: This is great. This is really a solid. This might be AirTable, this is awesome.

Mark: This is like AirTable, SmartSheet and gosh GeekPay.io combined holy cow.

Scott Bossman: I mean, you know, the nearest nachos for me are like 250 miles away.

Scott Todd: A 150 miles away?

Scott Bossman: 250.

Scott Todd: 250 geez.

Mark: Scott Bossman once you're an empty nester it's time to move west my friend.

Scott Bossman: Yes.

Mike: Like I'm surrounded by nachos.

Tate: Yeah me too.

Scott Bossman: I got nothing.

Scott Todd: Oh wow.

Mark: Look at them all over the place. Oh wait a second they've got Taco Bell on here. Does Taco Bell count?

Tate: I just clicked on Taco Bell to that doesn't count.

Mark: Oh no, [00:32:45] [indiscernible] Joe, if you're listening to this do not send us a Taco Bell gift card.

Scott Todd: Listen it does say it's the database of nachos. It doesn't say they are the best nachos it just says the database of nachos. If you need to find nachos around because you have a nacho emergency, then this is the place you can go.

Tate: Nachos emergency!

Scott Todd: This is real life improvement stuff here because you'll never be far from knowing where to get nachos.

Mark: Oh my gosh even Cheesecake Factory popped up.

Scott Todd: No, it didn't?

Mark: It did I swear and I'm clicking around here. I thought this was a great Round Table a little light but important I think once in a while to go, you know. We're going to be starting to talking about the next few podcasts about scaling but so it's nice to have a little break from that.

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All right guys are we ready?

Tate: Let's do it.

Mark: Let's do this one, two, three.

All: Let freedom ring.

Mike: By the way Kringle is nothing more like a rip-off from the German Kolache which is it's like a pastry I just looked that up. Look up Kolache it's like Trader Joe's is ripping off the German Kolache.

Mark: Have you been to Trader Joe's? They rip off everybody. That's what they do.

Mike: When we went to Bootcamp a few years ago we had to drive into a certain town we would drive from Houston up to San Antonio just to get this Wickles it was called they have Kolaches and basically I couldn't wait to get there. It was just basically a gas station that made Danishes.

Mark: By the way I'm clicking around the database of nachos, Dominoes popped up. Freaking Dominoes sells nachos?

Scott Bossman: What!

Mark: What constitutes a nacho now?

Scott Todd: Well nachos and pizza are the same shape technically.

Mark: I mean that's crazy. By the way what makes a great nacho? Like I think I know.

Scott Todd: And yet Dominoes does have nachos. They do have nachos.

Mike: Some people make nachos and they are not crispy which is a violation of nachos I believe.

Mark: Okay number one it has to be crispy. I think number two you need have the proper ratio of refried beans or black bean to cheese and protein. Like I want a little bit of bean in every bite. I don't want just like a little of cheese and all, you know, not like just tortilla.

Tate: So wait, are you saying you're opposed to nacho cheese?

Mark: Okay depends on the nacho cheese. I do not like the Ball park...

Tate: Like the cheap stuff, the good stuff.

Mark: No, I do not like Ball Park Velveeta nacho cheese. I want like melted real Wisconsin cheese; perhaps a blend and I want guacamole on it.

Tate: And here I thought I was a cheese snob.

Mark: And sour cream. Well you are though.

Tate: I am a cheese snob but I mean you've got to admit there is something good about just liquid cheese in like a hockey game situation you're just dunking your chips into it eating them and you're just not even caring. You end up on the Jumbotron cheese all over your mouth and you're like nah whatever.

Mike: Do you love Cheese Whiz?

Tate: I don't love it but I'm not above it.

Mike: Is that even cheese? I don't even know.

Tate: Probably not.

Mike: It's just some yellow substance.

Mark: I mean this is so crazy Tate considering you have high standards with like everything and then it comes to cheeses it's let's just throw standards out of the window Velveeta here we come.

Tate: No, I don't eat Velveeta. I don't eat Velveeta but I mean...

Mark: If I put it on a tortilla you will, tortilla chip.

Tate: You might have got me there.

Mark: I don't know.

Tate: It's just got to be the right environment too right like... I don't know.

Mark: You know I feel like these lower quality cheeses are like the surface of nachos.

Tate: Mmh yeah you make a good point there.

Scott Todd: Oh boy.

Mark: You know.

Scott Bossman: Shredded Velveeta is like the basis of all Thanksgiving casseroles here in the Midwest.

Mark: I mean I don't think there's anything wrong with it.

Tate: I really don't like Velveeta.

Scott Todd: What about the Velveeta mac & cheese, no?

Tate: No.

Scott Bossman: Oh yeah.

Mark: You know who has good mac & cheese? I'm not ashamed to admit it, Chic-fil-A.

Scott Todd: Chic-fil-A?

Mark: Yeah, they just came out with a new mac & cheese and just for fun we ordered it, very good.

Tate: I've had it too it's good.

Mark: Yeah, it's not bad.

Scott Todd: There's a restaurant I like to go to that has like pulled pork mac & cheese with the barbeque sauce drizzled on top of the pulled pork, obviously its coming down onto the mac and cheese oh man. Might be what's for dinner tonight.

Mike: Got to get you another locater Mark just texted it over to you.

Mark: Yeah I saw that and luckily for me there are no stores in Scottsdale.

Scott Todd: There's a Surface store near you don't worry and they will mail it to your house too.

Mark: I mean it's bad enough that my son has one and it was bad enough that my oldest was like, "You know dad at Kelly's School of Business they make you have a PC because of Excel." That was a et tu brute moment for me.

Mike: We all know Tate's typing on one right now.

Tate: Nope.

Mark: We've got to get Erik Peterson back on the podcast.

Scott Todd: We can't see that. All I saw was the Surface keyboard.

[00:40:03] [indiscernible]

Tate: That's Mac goodness right there, Mac goodness.

Mark: See Mimi is all PC but then Erik balances her out. I don't know. Everybody just go on the Facebook group and be like we miss Mimi and Erik please come back on the Round Table it's been too long.

Mike: What did you do to make them mad?

Mark: I don't think I did anything.

Scott Todd: Who made them mad?

Tate: Erik is like on full on construction mode right now.

Mark: I mean let's admit it Scott who is the most controversial Round Table person?

Mike: He may have had enough of Mark loving so much on Bossman. It may have pushed him away.

Scott Todd: Could have been Mark's constant disrespect for Erik, his beating him up. He's beating him up may have run him away.

Mark: It could have been enough JotNot Pro jokes that could have been the straw.

Scott Todd: Yeah, right he couldn't take it, you broke him. I'm sure he will come back one day.

Mark: One day.

Scott Todd: I'll call him Mark. Don't worry I'll talk to him.

Mark: All right no worries.

Scott Todd: I'll fix the relationship.

Mark: Yeah, you know I appreciate you mending fences especially at this time. I feel like this is the time of the year where you just mend fences and you say the things that you didn't get all year to say, you know what I mean? My wife has been recording so many Christmas hallmarks, I'm like it's like starting to like become like this unconsciously thing where I think I am a character in one of this shows now. I'm just nicer.

Scott Todd: Yeah, yeah.

Scott Bossman: Do you wear a sweater all the time?

Scott Todd: Listen what you don't want to be is you don't want to be the character that's mean to the girl because then the girl like ends up with that nice guy. You don't want to be the mean guy because they are all the same. Like the mean guy upsets the girl, the girl finds a nice guy. You've got to be the nice guy.

Mark: You know it's true and every time like it's a joke if my wife starts talking to me I pull out my phone and pretend that I'm on my phone. I'm like wait, wait honey I just need to close this big deal. I really want to get to you and nah just joking. I'm the guy in the first five minute of the hallmark and now for the rest of the day I'm going to be like I'm going to put my flannel shirt on and be like the good, down to earth guy.

Scott Todd: The rugged guy, right.

Mark: The rugged guy.

Scott Todd: Not the city slickin' deal maker. No, you've got the Scott Bossman out there. The rugged guy out there - like shuffling the snow for the girl.

Mark: Yeah, yeah. Keep your wives away from Zaino and Bossman for sure.

Scott Todd: Hey Zaino you would be proud of me man. It was little cold last night it was like 50° so I put on my fireman shirt.

Mike: [00:43:08] [indiscernible].

Scott Todd: That's it man. I'm like, "Well honey, the fireman is in the house."

Mike: Yeah, won't be [00:43:12] [indiscernible]..

Scott Bossman: Yeah, right.

Mark: If you're not watching this on video like Zaino and Bossman have got like that cool guy you know, unshaven look and Tate, Scott and I kind of have the typical normal.

Mike: I can't get that razor to work that's the problem.

Mark: Okay enough about my razor. I'm going to fly out there and I'm going to give you an in person tutorial. I'm not joking. I'm not coming out this time of the year, I'm coming out in spring and I'm getting myself some clam chowder.

Scott Todd: I think the shark from Shark Tank got hosed.

Mark: Did he not make a good deal with Robert?

Scott Todd: I don't believe he made a good deal in that company. Zaino and I would agree.

Mike: I'm better off with a throwaway Bic.

Scott Todd: Maybe the problem Mark, maybe the problem is us Surface users we can't figure out how to use the razor. Maybe that's the problem.

Tate: Or technology.

Scott Todd: Maybe.

Mark: Yeah. It's like oh my gosh this is so elegant, this is so nice.

Tate: Maybe they just don't appreciate the finer things. I think it is what it is.

Scott Todd: Hey Tate, you know what's really cool is that when I'm ready to leave this conversation I can just touch my screen to say end meeting that's it. You've got to go find your mouse.

Tate: You know touchscreen is like who cares and plus you've got germs all over your computer screen now.

Scott Todd: Look what's on your mouse.

Tate: My mouse? You mean my track pad?

Scott Todd: Yeah, your track pad.

Tate: It's clean, clean. I sanitize.

Mike: I think I'm going to come to the next episode with half my face shaved with a throw away Bic and half with the other razor and we can just see the results, live.

Mark: Mike, it's user error.

Mike: How much harder should I push? I'm going to cut my skin off.

Mark: Don't push, that's the problem.

Mike: Bossman is out.

Mark: Bossman is out wow.

Mike: Just like that.

Scott Todd: He's had enough of this crap.

Mark: He's like I'm getting my nachos.

Tate: Well it's nacho 30 yeah.

Mark: Nacho 30.

Tate: It is nacho 30 yeah.

Mark: Nacho 30 all right. Thanks guys.

Tate: See you.

Mark: All right.

Mike: By the way, Nacho Libre.

Tate: Yeah, great movie.

Mark: Good times.

Mike: Nacho Libre.

[End of Transcript]