



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

Mark and Scott Todd talk with: Tate Litchfield - FrontierPropertiesUSA.com, Mimi Schmidt - PartNParcelProperties.com and Scott Bossman - LandBosses.com on The Land Geek Round Table

Transcript

Mark: Hey it's Mark Podolsky - The Land Geek with your favorite niche-y real estate website TheLandGeek.com on this week's Round Table we've got the usual suspects minus a couple of people but no worries. We've got 'the Nite Cap OG' sober as always 'Dude Buddy' Scott Bossman. Scott, how are you?

Scott Bossman: Great Mark. How are you?

Mark: I'm great, I'm great. Good to see you. We've got the most feared woman in the country 'the Terrorist Hunter' Mimi Schmidt. Mimi, how are you?

Mimi: I'm doing great Mark. How are you?

Mark: I'm great, I'm great. Glad to see you. We've got I love it when you call me 'Big Poppa' Tate Litchfield. Tate how's Vegas treating you?

Tate: It's good man. Little bit chilly but you know suns out so everything's good.

Mark: Are you a gambling man Mr. Drebin? Every time I eat out. One of my favorite lines from the *Police Academy* movie. Then last but not least we've got Scott Todd from 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: Great. I will be referring to you as either the 'Brain', the 'Professor' or the Flight School Sherpa, the rest of the podcast with your permission of course.

Scott Todd: Okay as long it's not and Maryanne. So that's good.

Mark: No of course.

Scott Todd: Okay, all right. Some people are like I don't get the joke.

Scott Bossman: Nobody gets that joke except for us. Tate doesn't get it.

Tate: I don't get it at all.

Scott Todd: Tate is like...

Tate: Your age is showing. Your age is showing Scott.

Scott Todd: Yeah, yeah because in fact I was talking to my daughter today I as asking her who is this, what is this? You know like what is this and I had said to her and I said like who is Gilligan? She's like he's a guy on TV show but I'm like what's the theme? Have you ever watched Gilligan's Island? She's like no and then all of a sudden I give that reference because if you don't know what I'm talking about go listen to the theme song of Gilligan you'll see it like Mark's introduction always reminds me of theme of Gilligan's Island.

Mark: Well let's not go too off-topic Professor. So I want to talk about scaling your business and we did talk about what it's like to scale your business a few podcasts ago and some of the things that we did and how life is better now that we did scale our business. But in the beginning it's not like flipping a switch and I'd love to know what were your biggest fears about

scaling your business: whether it was money, whether it was losing control, quality, maybe someone doing something that would be against the law, maybe stealing your passwords and I'd just be curious what that was like in the beginning for you. So let's start with Mimi. Mimi what were your biggest fears about scaling?

Mimi: My biggest fears were that I would make a mistake that would cause me to lose money and I had so much pushback from my family, from my husband and my mom. You know like my mom said why would you spend that money when you can use it to put your kids through college's right? So I was very concerned about losing the money and then getting the pushback from them, well we told you so right. So now they're all on board but that was a big deal for me and just that I wouldn't make it go I really wanted to be successful at it.

So I was just really afraid of failure but the only way that I could get over it was to move forward and taking little steps and working through it and still today. You know just recently I have hired some people and I worry am I going to see the results with all the money that I'm putting out to pay them, right? So I had all this anxiety the last couple of weeks and then I'm starting to get a lot more leads and a lot more sales I'm like okay it's going to work, it's going to be okay.

But for me every step is like that along the way I am just very anxious that way I think. I feel a lot of anxiety and I might take the steps and work through it and realize it wasn't a big deal afterwards. Even last night on Flight School Office Hours everyone they were talking about how afraid they were to have a VA posting their Facebook ads and it's like yes I have a stranger in there and yes the money button he can operate the money button in Messenger to collect down payment, they were all floored. And then I made the comment that you know that you guys have made too well what's the VA going to do change your marital status? So it's all about trying it and getting comfortable with it I guess; working outside your comfort zone.

Mark: Yeah absolutely. How about you Scott Bossman?

Scott Bossman: Well to echo what Mimi said a little bit hiring your first VA just to start scaling this business for me that was the biggest fear ever like okay I don't even know what I'm doing, I don't feel like I know what I'm doing now I'm going to pass this off to somebody else and then they come through with good results and then just makes you realize that hey I don't need to do everything. Okay I don't be as anxious about this as I thought

and bringing other people into the mix they might even do it better than me and look at how much money I invested in that person doing this task which would have taken me hours and it cost me 10 bucks.

So there's this realization I think that or there's this fear when you outsource something that maybe the quality isn't going to be the best or that type of thing but in the end, it ends up being a really great situation for you and your business because you've saved time and essentially you've saved money because your time is valuable. So there was just that mental barrier for me when I first started bringing people into this like is this going to be worth it exactly like Mimi said and then it just gets easier and easier and easier. So for those of you out there who are like hesitant to hire your first person to come into your business and help you with something just do it because the first is the scariest right and then it just gets easier and easier after that.

Mark: It really is and it's just like anything in this business. Like Mimi said you just don't know until you do it what the experience will be and I think it's that great Seneca quote that fears of the imagination are much worse than what we actually experience. I'm paraphrasing, but something like that. Tate Litchfield, how about for you?

Tate: You know I didn't really struggle with the fear of somebody messing up. That wasn't really a big concern for me because I knew that most of the tasks that they were doing for me were low dollar, low risk tasks. You know that they might have messed up offer amounts well if they do that you lose \$50 or \$100 in bad offers but in reality the phone still going to ring and you can probably turn those incorrect offers into a deal if you're good at negotiating.

So that wasn't a big concern for me but a concern that I see a lot of people have is they'll start hiring VA's and the VA's will be very, very productive and really, really good and they won't be able to keep up with their VAs. So they'll think oh I just hired somebody and now I need to give them all this work and I don't have the money to do that or I don't have enough inventory to keep having them sell for me or keep marketing for me.

So I think that's a big concern that people have when it comes to scaling is not being able to keep up or having to run and all pretty much everybody we talked to gets into this business because A they like the passive income and it sounds sexy to them, but they also probably want to leave their current position in their day job. When it comes time to executing on the steps that will make that a reality people tend to get nervous and I think it's common, I think it's you know normal, but I think there's this fear of success that

comes with hiring these VA's. Like what happens if we do start selling all of these properties then I'm a real land investor for life you know then I'm in it and I think there's a little bit of fear that goes with that. So you know don't be afraid of it. These people are qualified and I say it all the time you don't have to be an expert in anything except hiring experts and I really believe that to be true when it comes to VA's. The work that my team is doing is not rocket science.

Mark: I love that quote. You don't have to be an expert at anything except hiring VA's.

Tate: Yeah, hiring expert VA's. I mean you can get on the phone and that's just it right. Like there are so many tips and tools you know Zapier, website development these are things that I don't have a background in. Do you have a background in it Mark?

Mark: I don't.

Tate: But it doesn't matter right. Like you can go out there post an ad on Upwork or Fiverr or Hire My Mom and find somebody who is an expert at this and they can do exactly what you want for relatively inexpensive so it's amazing. There's no better time to be an entrepreneur or a land investor.

Mark: And I think it's interesting that you brought up fear of success and I think occasionally we do see that where somebody has that fear and then will unconsciously sabotage themselves, which is interesting. It's not logical obviously but you don't have...

Tate: But it does happen.

Mark: Yeah. If you are culturally not surrounded by a bunch people whom are successful and you're breaking out of that group you don't want to feel alone and you might unconsciously revert back to that group. In the same way when I'm at Bootcamp and Mimi is eating clean and Zaino is eating clean and you know Bossman won't eat a carb and you know Scott's running out for Panera and Tate's passing on the cheesecake I am more likely to want to eat clean but then the reverse would be true as well if everyone is not doing that. I might not want to feel like the outlier eating the salad; it is a thing. Scott Todd, the 'Brain' how about you what were your fears initially in scaling?

Scott Todd: So, here's the...I was sitting in my office one day and I was trying to figure out how I was going to pull the numbers together. So I bring

this rolling whiteboard over to my desk and sat there and I just started to kind of reverse engineer what it was going to take. So I said okay well what's my passive income goal? So I wrote it up on the board and I'm like okay. So what is my average note? So I looked at the average notes that I had at the time; average of what everybody is paying me and I divided the passive income by the average notes and it said that I needed 200 notes approximately to get the passive income that I wanted.

So I'm like okay well 200 notes times the \$1600 because I was spending about \$1600 per property to buy. So okay I'm going to need \$320,000 worth of capital and right there I was sick. Like right there I talked myself out of the whole deal and I'm like \$320,000 oh my gosh that's crazy. Like first of all I don't have \$320,000 to sink into the business at the time and beyond that like where am I going to get \$320,000, I don't want a loan. Like all of the negativity in doing that exercise like I thought it was going to be a positive thing right there it was like derailed myself and so I just kept going.

Like I guess it's going to take me a little bit longer than what I thought so whatever I'll just keep growing it, but then something crazy happened. What happened was I started getting more down, higher down payments right. Like I started asking different questions like hey yeah I'm asking you a \$100 down but man can you put down \$2000? All of a sudden guess what I was able to get a note and then go buy another property with down payment from the notes or I was able to go buy two properties from the down payments from the notes. So that's the one thing I didn't figure in is how much money am I going to get from the down payment because it can become self-funding if you start to ask different question. Now I'm thinking man if I can get a higher down payments can I get a higher monthly note average instead of doing 175 can I get 200, because now all of a sudden the number system changes again right so that.

Again something crazier happened people started to like taking their notes or their properties if you will they stopped paying on them after spending thousands of dollars with me and they just walk away and you're like what gives man? Like this guy just walked away from a property where he invested \$6000 and like that's it. He just literally walked away, he said keep the property and it happens more times than what you think then all of a sudden now the property that I invested becomes free because people have paid it down and then they leave and the churn affects it.

So you can't financial model this business the way that you think you are or think you can and ultimately that was like my biggest struggle is. Like first of all was getting my brain around the fact that I don't need ton of money to do this business and it can be self-funding and if you're not getting the

numbers that you need you start asking different questions like how do I get a higher down payment, hey how do I get a higher monthly payment because these are the things that will affect what you're going to do.

Mark: That's a really good point. I know when I first started because I didn't have Flight School or coaching or anything like that I got really good at everything because I kept doing it over and over and over again and coming from a corporate job I just thought well this is how I'm supposed to spend my time. I never even questioned it I thought this is just my new job. And it wasn't until I had Ari walk me through you don't have a business. So do you want a business or do you want a job? Because you have a job you like your job, but it's a job and you won't grow. You are going to plateau at what you're doing because you personally can only do so much and I was really upset after that coffee with him because I thought well that's good and fine but I'm not going to ever find anyone who can do County research as well as me.

I mean I completely lacked any humility at this point, I didn't think anyone could market as well as me, I didn't think anyone could sell as well as me. I certainly didn't think anyone cared about my business as much as me and I fought this scaling thing, tooth and nail even though I had examples all around me of people doing it successfully in other businesses and I had an investment banking background it was all on me. It was just you know I had what Chris Tucker would call superhero syndrome and then slowly, methodically, very you know much with tons of anxiety I started outsourcing every single piece of the business and then became completely free. So I had the best of both worlds, I had the money and I had the time then to utilize that time to continue to grow was really the best part of it.

I think what would be an interesting topic next time is chicken and egg syndrome what comes first and when do you know it's time to hire that first VA because I can imagine someone listening to this saying well you guys might've started more capital or something that if the cheapest person I can hire is myself when do I let go of this task? And I think that would be an interesting discussion moving forward. What do you guys think? Yeah, everyone is nodding their heads for those of you listening. So I thought this was a really interesting topic. Is there any other final takeaways or final advice you'd want to give as far as managing your fears of getting started and scaling and hiring that first VA? What do you think Mimi?

Mimi: Nope. The sooner you do it the sooner you feel the relief that's really it.

Mark: It's like a human opioid.

Mimi: It's so great.

Mark: As soon as you take it the pain goes away. However, unlike an opioid well it could be addictive, isn't it?

Tate: VAs are definitely addictive.

Mark: They are addictive.

Tate: You just start to like multiply your time and we say it all the time like you're going to 10 X your business well this is the only way to really do that and its by 10 Xing your time, by 10 Xing you. I remember thinking oh if I could just clone myself and make a duplicate of me. I wasn't able to create a duplicate Tate Litchfield but I was able to create 10 people who have the ability to do certain things really, really well and now I've got you know. I don't know what the ratio is but I've got a whole team of people that are basically doing what I was doing and now I can do whatever I want like the Mandalorian and how cute baby Yoda is you know time well spent.

Mark: Well now that you brought up the baby Yoda and Mandalorian Scott Bossman any final thoughts?

Tate: Is he baby Yoda? Is that what you're saying? Is that what you're getting at?

Scott Bossman: I think someone is becoming a Star Wars fan here. Tate you never used to talk about Star Wars now you're all about the show.

Tate: I'm loving it, Disney plus it's gotten me really energized on all of it. I have watched every single Star Wars movie over the last 30 weeks. I guess that's the downside of having too much free time and a broken leg is you're really limited as to where you go. So Star Wars is taking up a lot of my attention lately.

Scott Bossman: There you go. I guess what I would say to people is you know one of the reasons we do this business is for money but a major reason that somebody must do this is for time. So you need to report your business in that regard, you need to hire people that are going to save you time and scale your time and it all starts with that first one. So if you're on the fence you need to just do it, take the most mundane tasks if want, the thing that's mundane but painful but costing you a lot of time and create one training video and get a couple of people on it and your life is going to become that much easier and then you just continue down the chain.

Mark: Yeah I agree because the temporary pain of going through the process of hiring somebody, training them and getting them going is temporary but the time that you save now is permanent then the passive income that you continue to grow his permanent but you do have to go through that initial piece of being uncomfortable, being anxious, exerting some energy and some forethought into doing this, but it's a one time process and boy does that scale. We'll talk about those points of leverage in another podcast. Scott Todd I'm sorry did I call you Scott Todd the 'Brain', 'Professor', 'Sherpa'.

Scott Todd: I'm like hey here's the deal, here's what I'm saying is look if we can do you can do it like that's the thing. It's like I know what I need to do in this business and I know what other people have, what it's taken other people in this business and I've got to tell you something like if you're finding difficulty with it well then you've got to look inside like because this business is not complicated. What this business requires is it requires some work, it requires some stamina, it requires you to knock down some walls which are facing you and then once you do you can have it because if all the people on this call and all the people that we see succeed can do it there's no reason you can't. So stop letting that voice in your head tell you that it's not for you, it's wrong, you can have it too and go get what you want, go create the life that you want.

Mark: Well I thought this was a really interesting and informative and valuable podcasts and before we get to the tip of the week I'd just like to remind everybody that if you are getting value the best compliment that you could give us is certainly subscribe, rate and review the podcast. Send us a screenshot of the review to Support@TheLandGeek.com we're going to send you for free the \$97 *Passive Income Launch Kit* course as well as the new wholesaling course *How To Double Your Money 30 Days Or Less*.

If you really want to accelerate your success going into 2020 learn the DHR method of Flight School. Have Scott Todd take you up that mountain of land investing quickly, safely, efficiently. Then you owe it to yourself, you owe it to your family you've got a schedule a call with 'the Nite Cap OG' Scott Bossman or the 'Zen Master' Mike Zaino at TheLandGeek.com/Training and learn more about that.

All right, Mimi Schmidt what is the tip of the week?

Mimi: [mute]

Mark: Oh Mimi you're on mute.

Mimi: The tip...

Mark: You're still on mute Mimi. Mimi has a cold so she might be a little medicated.

Mimi: It's the cold medicine making me dopey. The tip of the week is TitleSearchCourse.com. So I am having my intake manager take this course not because I want to pay her to do title research; for me it's just really training so that when she gets title search back on properties she can actually give it the whale eye and have some idea if it looks good or not, you know what I mean. So she can say okay she can look at what the tile history that the titles researcher sent back and say okay this looks right you know. The title searcher will usually give the whole it's clear/it's not clear but there mistakes happen too. I want her to have a little more idea, a little better idea what title searches is about so it's only \$69.

Mark: TitleSearchCourse.com.

Mimi: Yep it's for law firm employees, entrepreneurs, investors and foreclosure processors so I'm sending her.

Mark: Huh wait, did I spell it wrong? I must have spelt it wrong hold.

Mimi: TitleSearchCourse.com so for 69 bucks they will just give her a little better idea of what she's looking at. You know when she gets an intake call, when she calls someone and she's talking with them she will be able to form a little better idea if a deal is worth doing or not.

Mark: That's a great tip 69 bucks wow that's phenomenal. So I mean Scott Todd spends more on that at a Cuban restaurant.

Scott Todd: Well listen as long as you didn't claim that I spent more on that at Panera bread like Scott Bossman does; I guess that's the thing.

Mark: That's fair.

Scott Todd: That's a good tip, it's good.

Mark: That's good. All right fantastic. I want to thank the listeners and if you have not signed up for Bootcamp yet please do that just go to TheLandGeek.com/Bootcamp. As of this recording we're 30 days out January 10th-12th San Antonio we'll all be there. We're going to say y'all, we're going to bring cowboy boots, Zaino is going to bring his cowboy hat, it is

going to be phenomenal, but two and a half days of land investing immersion it will move the needle for all of you I promise. So please do that.

If you don't have your two free tickets from the Toolkit just go to TheLandGeek.com/Training or again schedule a call with Mike and Scott get into Flight School. Two free tickets come along to Bootcamp with flight school as well as the Investor's Toolkit, all right. Are we ready to do this one, two, three?

All: Let Freedom Ring.

Scott Todd: I think that might be the best one ever.

Mark: I think Mimi disagrees.

Scott Todd: I don't know, I thought that was pretty good.

Mark: Maybe on 2¹/₂ times speed [00:28:33] [indiscernible].

Mimi: Yes I agree with you.

Mark: I don't know all right. Well thanks everybody and we'll see everyone next week. I just would love to know what Tate is having for lunch, it's 11:45 there.

Tate: Yeah, it's time. I don't know what we're going to do so I'll have to get back at you.

Mark: No Thai food.

Tate: Not today no, I don't know. I've got to run an errand.

Scott Bossman: I'm about to end my fast.

Mark: Are you doing the 16/8 fast?

Scott Bossman: I do the 16/8. Have you seen the all the evidence this month about how good intermittent fasting is good for you?

Mark: No.

Mimi: No.

Scott Bossman: Lowers your blood pressure, lowers your cholesterol.

Tate: Shockingly none of that...

Mimi: Wow.

Mark: What? It lowers your blood pressure, lowers cholesterol. What else?

Scott Bossman: Yeah, there's all this other there's less blood sugar problems. There's just these evidence is coming out so I think it's going to be a great solution for people for weight loss, for health. So Tate, Scott get on the intermittent fasting train it's good for you.

Scott Todd: I do that it's called 12/12.

Tate: No thank you.

Scott Bossman: Actually they said 10/14 is good. Even if you did 10/14.

Scott Todd: I do 12/12 close enough to it, that's pretty good.

Scott Bossman: You want the key to acidosis then though. That's the key to acidosis.

Mimi: So you don't even drink coffee in the morning or is that just food?

Mark: You can have non caloric drinks. So coffee and tea are fine.

Mimi: So I can't put the eggnog in the coffee for breakfast.

Scott Bossman: Right that's a no go, no sweet tea.

Mimi: No can do.

Mark: I've been doing it and I'm pretty rigid about it and then the other morning my wife came home with out of Starbucks and she bought the peppermint brownie pop cakes and I had that decision to make, which is more important and man did I enjoy that pop cake. The peppermint melts with the hot coffee too it's a really nice pair.

Mimi: It was so good. It sounds good.

Mark: So I just spent more time on the peloton to makeup.

Scott Todd: I don't know of this pop cake thing that you're talking about. What are we talking about here?

Mark: It's like a little lollipop but it's a cake on a stick.

Scott Bossman: All right I've seen those.

Tate: Why is it so small?

Scott Todd: Yeah that's a lot. I just goggled it.

Mimi: It's a nice bite but you're not investing in all of those calories.

Scott Todd: That's a lot of calories for a little bite man.

Tate: I think I want it. If it's that good I want a full slice of cake like I don't want a little sample that's like something you get Costco. These are tiny that's not going to work; it's not going to satisfy me.

Mark: This thing I'm looking at here it looks like it's a donut hole but like five times the calories, three times the calories. Three times the calories of a donut hole.

Mimi: [00:32:05] [indiscernible] on.

Scott Todd: What?

Mimi: It's like the cake and frosting.

Mark: Yeah.

Scott Todd: Come on Mark you can chose calories better than this.

Mark: I think if we're going to start talking about donuts Scott Todd I think 2020 is the year of kale for you and we're getting rid of the donut.

Scott Todd: No, listen man. Every morning I'm treating myself...

Mark: Getting rid of the daily donut.

Mimi: Daily?

Scott Todd: Every morning I treat myself to that daily donut.

Mimi: What?

Scott Todd: I already do it. I'm not going for the kale, forget that.

Mimi: Donuts are fat fills. A donut is just a fat fill.

Scott Todd: Listen as long as the weight remains the same all is good.

Tate: I agree with you Scott.

Scott Todd: I mean you know...

Tate: Don't succumb to this peer pressure.

Scott Todd: Tate you and I will be going to our donut shop in 2020 don't you worry.

Tate: Yeah. I feel great about eating them every day. If cat I wake up and I go mmm Maple bacon bar today or just Maple bar today? Like that's one of the hardest decisions I have to make.

Mark: Well Tate we'll see how you feel when you hit your 40s which...

Tate: It's a long ways away from me.

Mark: That's I know it's annoyingly long you know.

Scott Todd: Mark, will you be in your 60's before he hits his 40s?

Mimi: I don't know. It might start to catch up with you, with your broken foot and not being able to exercise all the time.

Tate: Yeah potentially but it's a risk I'm willing to take I live in Vegas, living on the edge.

Scott Todd: Yeah, I mean you can't even go outside your house without getting hit by a car geez.

Mimi: I mean it's not like you even have a dog you can walk right, you've got those slow tortoises.

Scott Todd: They're hibernating.

Tate: They've gone to sleep already.

Mimi: Yeah, yeah, yeah it might catch up with you.

Mark: I don't know. I think Scott Bossman and I are going to stay accountability partners with intermittent fasting while the two of you become your donut partners and discuss 'oh did we have sprinkles today or was it a glaze?'

Scott Todd: I can just see what your accountability will be Tate, you didn't eat today, did you? No, not yet. Okay good deal. Tate and I are like what are we eating next man? Yes. We're eating lunch before you guys can even eat for the day. Breakfast and lunch you two are missing out.

Tate: Sometimes we eat lunch early so that I can get an afternoon lunch in too Mark.

Mark: Oh my gosh this is like a *Lord Of The Rings* thing.

Scott Bossman: You're hobbits.

Mark: Yeah, that's like hobbits stuff going there, I don't know. Mimi, you're not a big breakfast person, are you?

Mimi: No I'm very regimented in what I eat. Usually breakfast until lunch and then I kind of give myself free reign for dinner and weekends but you know it's like oatmeal, fruit, yogurt, coffee every day. I'll do it for years and years and years.

Scott Todd: Okay Tate look here's the deal at the next Vegas Bootcamp we're going to go to that Caesar's buffet for some breakfast.

Mimi: Oh yeah.

Scott Todd: Okay for breakfast.

Tate: Yeah that's a great idea.

Scott Todd: Yeah and that will be our big meal for the day and we're going to mess up there intermittent fasting.

Scott Bossman: I'm just going to fast the entire day before, we're fine.

Mimi: You're going to have food coma all day long.

Tate: Scott here's what we do: we get buffet pass it good for 24 hours and we can go do as many of these. There's like three or four buffets there that are on the list and you can go there as long as you want, as many times as you want. So we get up the night before we go to dinner, we get up early the next morning and we go to breakfast and we get two buffets out of it you know.

Scott Todd: I agree, I agree with you.

Mimi: Then we just have to wait 10 hours in between, right Scott? I'm up, I'm game.

Scott Bossman: I can pack a lot in 8 to 10 hours, a lot of eating in there.

Scott Todd: But you've got to keep the calories the same. Like it's all about the calories you can't like oh I'm in 10 hour window I can eat unlimited amounts of food it's about the calories. So what does it matter if the calories are spread out throughout the day? Like even Dr. Oz will tell you that. So what doctor is behind this intermittent fasting thing? AT least this doctor's on TV.

Scott Bossman: I'll send you some literature.

Scott Todd: Ah that's okay.

Mimi: I want to see it.

Scott Todd: I won't have time to read it because I'll be eating.

Mimi: It's so funny I feel like these days there are more man diets than there are women diets and in the decades past they were all you know more diets that were tuned to women now you've got like the all meat diet. Just eat like a cave man. What was that called?

Mark: Paleo.

Mimi: Paleo right. There's just a lot more guys do that. It's like it's better for their systems you know and this one too. This one I think different things work better for different people.

Mark: You know I agree actually. I think for women intermittent fasting is different. Is that right Scott?

Scott Bossman: Intermittent fasting is different yes as far as... Sorry what was your question?

Mark: As far as the genders I think like for men it's a little bit better than for women.

Scott Bossman: Yes, there are some evidence showing it's more effective for men than women.

Mimi: Yeah, lots of work in that area deriving from that.

Mark: Yeah. I just listened to that Peter Attia podcast. Have you guys heard about him? He's on the Tim Ferris podcast a lot. He's a super extreme guy and he'll do a seven day fast every quarter and yet he couldn't tell you the efficacy of it. So there's no really good sort of at least according to him good literature about the dose of how much you should or shouldn't fast. But maybe Scott has got the answer with the 16/8 I don't know.

Mimi: Maybe it's what the [00:38:49] [indiscernible] says.

Scott Bossman: More and more stuff coming out all the time it's good for you.

Mark: Yeah. Could you imagine being at a conference with that guy on his fifth day of the fast?

Mimi: You know I couldn't with low blood sugar headaches, I couldn't no.

Mark: I'm looking at Tate he can barely go another minute of this podcast. Like, you can just see the hangriness coming on.

Scott Todd: Well it's three minutes to 12:00 and I'm not here at 12:01, Tate's not I'm ducking.

Tate: You better wrap this up and sign off because it's lunch time mark.

Mark: All right thanks guys. We'll see everybody... we'll see you two at Krispy Kreme and Mimi you enjoy your salad. Scott I'm going to break my fast with a nice salad and extra olive oil. What are you going to do?

Scott Bossman: We made homemade chicken noodle soup last night so that's what I'm having - left overs.

Mark: Yeah.

Tate: Who said break your fast with a salad? You might as well be fasting Mark, like that doesn't even count.

Scott Todd: What is this language I'm going to break my fast. I should say that every morning for my fast I'm breaking my fast.

Mark: That's called breakfast - break fast.

Scott Bossman: That's where breakfast comes from.

Scott Todd: Okay great but how's a salad is having breakfast? A salad is not breakfast.

Mark: This is such a Florida man response. Look I don't eat gator okay.

Tate: Oh man.

Mark: I mean...

Scott Todd: Okay Mark, go enjoy your breakfast. I mean you're break fast.

Mark: I will, I will.

Tate: Let us know how that kale tastes. All right see you guys.

Scott Todd: But remember... see you.

Mark: See you guys.

Scott Bossman: See you.

[End of Transcript]