



THE LAND GEEK

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 real estate website, TheLandGeek.com and on this week's Round Table we're in a very merry jolly mood. We've got 'The Technician', Erik Peterson. Erik, how are you?

Erik: I'm good, happy to be here.

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

Mimi: Doing great feeling jolly.

Mark: Good to see you.

Mimi: Looking forward to the holidays.

Mark: The holidays are coming. By the time this comes out this will be the Christmas Eve Round Table. So we're going to kind of keep that theme. Not wearing a Santa hat on the Round Table is 'The Big Papa', Tate Litchfield. Tate, how are you?

Tate: Doing well, really well happy to be on. Can't believe the year is coming to a close though.

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

Scott: Mark I am excited. How are you?

Mark: I'm very excited. I'm really excited about this Round Table because going off of our scaling theme we're going to talk a little bit about first of all, what is arguably the best holiday ever Christmas combined with scaling, which means, first of all, optimization, delegation, and then automation. So basically, these are the principles of scaling. You first want to optimize your system. Then once it's optimized, you're going to hire somebody to work your system. So that's your delegation. Then you're going to look at the parts of that system that maybe you can automate. Scott Todd, what's the biggest thing that you see the biggest mistake you see people making initially, in their optimization process, as they start building their businesses out their processes and their systems?

Scott: Well they try to automate first. I think you shouldn't automate first. You should automate second. You should outsource first. Because when you try to automate something, it could be fast, or it could be hours and hours and hours of development. So ultimately, the first thing to do is to get it off your plate, boom, it's gone. Then once it's off your plate, guess what you now have more time. Then you can go tinker with all the toys and tools and gadgets and gizmos that you want.

Mark: Exactly, exactly. I couldn't have said it better. Tell you a little story. Story Time. Elon Musk is on '60 Minutes' and the factory is not pumping out enough. Tesla Model threes. They are behind schedule. So he's got robots working in the factory. There's no people. He realizes that they're not making it in time. So, they'd create this sort of like pop up factory and they'd supply it with human beings creating the cars and then they actually meet the demand with the people. So even Elon Musk makes this mistake. He should have started with the human beings first and then automated the

pieces that he could have with the robots. So, if he's making those mistakes, probably the rest of us are, as well

Scott: Hey Mark, could you imagine, like, Amazon? Could you imagine if Jeff Bezos said "Hold on, hold on, we're not going to ship a single book until I have all of the robotics to run the warehouses the way that I want them to. We're not going to do anything. We're going to sit there and wait." No, you'd never have an Amazon package to your door. What did he do? He brought in people. He was shoving books into boxes from his desk himself, right, like he was doing the work. Then, he started bringing in people to do it. Then they start bringing in automation to make the people faster and better. They still have a lot of people in the warehouses. They've got a lot of technology too but they also have a lot of people. Because the people get the thing going, then you build the automation around it. It's crazy.

Mark: Yeah, absolutely. I actually think when you're starting your process, you should write it out first, and write out the steps. Then, I think you should make your training video. We're going to talk about the tech tools that we use and what we like the most. Then, from there, test it with the human being, ideally yourself first, and then test it with an inexpensive VA. Is anything with that process Tate that you'd pick on?

Tate: No. I would say that rather than have you tested I like to have my dearly beloved wife try to read through it because she doesn't have a ton of understanding with what I'm doing. She's a very smart lady. But when it comes to certain automation, I always say that if she can't understand it with a college degree and a background and kind of design and knowledge of certain tools, then there's no way somebody who I'm paying \$4 or \$5 an hour is going to be able to do it. So, she's kind of my stress test much to her dislike.

But she works really well and understands that, hey, show a red flag anything and say, "This makes no sense. I had to use my own, you know, kind of skills to figure out what you were trying to get out here, fix it." Then go back and restart. So I think building a process, it's important to understand that it's not a one and done thing. Just because you sit down and you map it out maybe your methods of explaining it aren't clear. So you have to be willing to take the feedback and criticism from the people you work with and alter the approach that you take.

Mark: No, I think that's great. I used to do this with my daughter but when she became a teenager and started getting a lot more high school homework, and I'd ask her to read through it, she's used to kind of roll her eyes and just say I'm busy, dad. Sorry. But Mimi, as far as like, when you're starting a process, do you have a certain rhythm to it that you like to do?

Mimi: Well, I guess when I started automating I just went in the order of the plates, right? Start with mailing, right, then within intake that kind of thing and delegating and automating. Now, just like what I asked my coaching students I do the same thing with myself, what are my pain points? You know, I do something and I do it a couple of times and I step back and I think why am I doing this to myself? It's reached a painful point, right? Most of my delegation processes are in Trello, right? So I go there first, and I look at how all my processes are laid out and try to determine how I can alleviate that pain point.

I had a meeting this morning actually with my intake manager about how to manage my mailings a little better. She's going to start managing the mailings. So, as an intake manager, that's one higher step for her of managing all of that for me, right? What does that look like for her? So I think it's great to get your subject matter experts, your sneeze, that are doing a lot of these things already, who actually have their hands in it to get their opinions on what they would do, particularly if they're going to help you do it, or if they're going to train people of yours to do it, right? So basically, that's how I do it. What are my pain points? Go look at my current processes. Talk with the people that are helping me in those areas.

Mark: There's Mike.

Mimi: Yeah.

Mark: All right. No worries. You know, it's so great that we don't edit this podcast so everybody gets to hear you know, just a little window into Mimi's world on Voxer. Erik Peterson, how about you? When you're creating your process how do you go about doing it first?

Erik: Well, couple things, I guess, you know, number one, I like it to be as easy as possible on me. Because creating processes is so time-consuming and tedious. So I like to use a tool called Process Street that allows me to essentially create a checklist for the process. I can include things like videos of me maybe showing how to do something. You know, I can record that with ScreenFlow or some other kind of screen capturing software. So I can talk through you know in LG PASS, I'm doing this or whatever and I can just kind of show how that all happens. Then I can support that with copy and checkboxes and the whole process from start to finish. So I like to use that. I can also go back and update it when there are problems. So that works well for me.

Mark: All right, fantastic. Well, you've already talked about a tool, Process Street. But we are going to go around and ask everybody if you were going

to do your geeky stocking stuffer and you can only put two tech tools in the stocking stuffer that you would use to help optimize, delegate, and automate your processes and systems. What two tech tools would you use, and we might as well start with the 'Big Papa' Tate Litchfield.

Tate: Mine would be LG PASS and Airtable. Those are my big ones.

Mark: LG PASS and Airtable. Why those two?

Tate: Well, LG PASS is just kind of like the backbone to our business. It keeps us organized helps us generate documents, helps me mail, helps me do everything that I need to to make the business run. I use Airtable for a variety of different reasons but mainly to help my marketing team have a base to operate out of. So in there we will store images, we will store pricing information properties, so they can see what's for sale because our list of properties that's available to be sold changes on a daily basis. So, I like Airtable for that purpose.

Mark: Okay, great. Well, speaking of LG PASS did you know that the Flight School students get LG PASS six months for free to get you going?

Tate: I did know that.

Mark: You did know that?

Tate: Yeah. I mean it's amazing. I think it's one of the big points that people love about Flight School is they get access to the tools, right?

Mark: Yeah, they absolutely do. And that reminds me today's podcast is sponsored by Flight School. Learn more how the next 16 weeks of 2020 can catapult you into becoming a passive income machine without renters, without rehabs, without renovations without rodents. You owe it to yourself. You owe it to your family. You owe it to the world to create a better life for yourself, a less stressful life and the best way to start is with Flight School. How do you learn more? Go to the TheLandGeek.com/Training, schedule a call and watch how Scott Todd literally will start beginning the transformation of your life. Okay, so LG PASS and Airtable are great. But 'The Terrorist Hunter' Mimi Schmidt, what two tech tools would you put into your stockings?

Mimi: I don't know how you limit it to two?

Mark: Fine, I'll give you three, top three.

Mimi: Okay. Think, all these GIS systems that we use, how would all of us in the states that we live in that sell land in other states do it if we didn't have GIS systems?

Mark: Good point.

Mimi: I don't know how we'd do it, right? So a window into what I'm buying, right. And then, of course, Zapier, which does most of my automation, heavy lifting, and my CRM. I couldn't do without my CRM, and mine is better than yours

Mark: What CRM are you using?

Mimi: I'm using Follow Up Boss.

Mark: Follow Up Boss. So you've got Follow Up Boss, Zapier and a GIS software tool?

Mimi: Yes.

Mark: That's what you're putting into the stockings?

Mimi: Yep.

Mark: Okay. Well, I would say it's better than a lump of coal, for sure.

Mimi: Definitely, definitely.

Mark: All right. Erik Peterson 'The Technician', how about you? What would your three tech tools be to help with optimization, delegation, and automation?

Erik: So I'm looking at this like we're building one big stocking for all of us to use. So I've got Tate's recommendations, I've got Mimi's already, and now I'm going to add to that and I'm going to put Process Street in there. Then I don't know man, I guess maybe G Suite or Slack one of those because I use those things every day. That's to communicate with my team, to communicate with buyers, sellers, etc. So, those are the two or three if I get three I'll put those three in.

Mark: So we got Slack and or G Suite?

Erik: Uh-huh.

Mark: Process Street?

Erik: Yep.

Mark: What was the third one?

Erik: Slack and G Suite, those were two.

Mark: Okay those two okay two or three. Okay. This is becoming a very heavy stocking. I mean for the learning curve this stocking Erik, how many hours would you say it would take? We've got LG PASS and then we got Zapier. We've got Process Street. We've got Airtable. We've got your G Suite and Slack. But honestly like they're all pretty easy, Follow Up Boss.

Erik: Yeah, I mean, that's a great question. I think it depends on someone's level of kind of familiarity with technology. I feel like you already are very computer savvy and you feel like you know, you can pick things up quickly, you could probably familiarize yourself with all those tools in a day's time, you know, maybe less. But if you're maybe less comfortable on the computer and you know maybe you're competent in Word and that's about it, it's going to take a little more time. Each one of those tools is going to take a little bit of investment of your time to kind of get a handle on. Zapier could be the toughest for somebody that doesn't have experience with kind of how those triggers and automations work but yeah.

Mark: Yeah, actually Zapier has a list of, you know [indiscernible 00:16:58] that will help you do it. They also have pre-made templates as well. But I think the point is, is that none of these tech tools are as complicated as let's say, learning how to use a Microsoft Surface. I mean, it's not going to be overwhelming. You're not going to get to the point where you're like I'm just throwing this thing out and forget about it.

Erik: You don't have to go back to school for these tools. You can learn them on your own.

Mark: Yeah, absolutely, absolutely. Which tees me up for 'The Professor' Scott Todd, what are you putting in that big stocking Scott?

Scott: Okay, well, we talked about Zapier, that was on my list, right? If we're just adding to it, I would make sure Zapier is in there. I would make sure that Fleeq is in there, F-L-E-E-Q because that's how I train my VAs. I would make sure that LastPass was in there or a password tool that I could share my passwords. And, and you guys just talked about it because the learning curve could be so big, I am going to put in there

InvestorNinjas.com. Because you can learn just about anything on there and it's growing even into 2020, the list of classes that's coming out is growing, growing Mark.

Mark: All right well, those are some pretty good tech tools. I like the fact that Investor Ninjas is going to teach me how to be better at all of them I really love that you said Fleeq and LastPass. Those are like two of the fundamentals, for sure. Erik and I are a little disappointed that you're not going to throw Surface in that stocking stuffer. But it's probably expensive, dare I say overpriced for what it does?

Scott: What? Have you looked at how much you spend on a Mac that has like all kinds of defects like non-stop defects? Your tools are overrated and overpriced man.

Mark: I'm a trifle deaf in my left ear. So, it's something about get a Mac is really what I heard Scott mentioned. Which I think is a great stocking stuffer as well to make you really go into 2020 using these tech tools, virus-free and just a beautiful sort of seamless experience, as opposed to the clunky Surface. Anyways, my tech tools, I thought they're all great. I would actually throw-in and I know it's going to sound self-serving. But if all those tech tools that you guys have mentioned, they are all going to cost. They're an expense, right? Now, certainly, when we factor in our time, they're saving us money.

But there's only one tech tool that I know of that makes you money, GeekPay.io has to go into the stocking stuffer. If you haven't played with geek pay, essentially, it's a back end of collecting your notes via ACH on an automated basis, and it's 99 bucks a month. But if you charge a note setup fee, like we do, Erik, what do you charge 249 for a note setup fee?

Erik: Yeah.

Mark: So every time you put a note in there, you're making what? Money on that and then you charge a note collection fee. Then you can try to your interest. You can have a credit card as a backup. One note, two notes, it pays for itself and then it starts making you money on a monthly basis. GeekPay.io. has got to be in that stocking stuffer to automate the back end of the business. Then for me, I like Fleeq but Zoom is so easy. I would add Zoom in there or Loom in there to make my training videos as well. Zoom free, Loom free. No one mentioned Trello. Why not Trello? Mimi, you love Trello.

Mimi: I love Trello. I just only had three.

Mark: Okay, so mine are GeekPay.io, Zoom or Loom, they rhyme, and Trello. I think we've got a really nice stocking full of automation tools.

Tate: I think it's overflowing.

Mark: It is overflowing with goodness. So, if you're a newbie though and you're on a budget, besides ...Because Zapier can be free in the beginning, right?

Tate: Yeah. So Zapier we would be free. Zoom would be free. Loom would be free. Mimi?

Mimi: Trello.

Mark: Trello would be free.

Mimi: Is Airtable

Tate: It can be.

Mark: Airtable could be free

Mark: LG PASS, LastPass is free

Mimi: Sales CRM

Mark: Follow Up Boss is free?

Mimi: No, no, no. HubSpot has a free version

Mark: HubSpot has got a free version. LG PASS is free for six months for Flight School people. It makes you money. I don't know I they're really easy to start with. They're sort of irresistible

Scott: Look if you're trying to save money, well then sell that overpriced Mac Book that you have and buy a Surface and then you're off to the races. That's all you got to do. Pays for itself.

Mark: It's a good point. It's a good point. But as they like to say, what's cheap becomes expensive. So then when the Surface gets that first virus, then you got to go back in, you have to get it fixed. Look at all that lost productivity. You got a problem

Scott: I've had two surfaces going for a year now over a year no viruses, you know? But like, how many times is your MacBook like, cut out on you on the podcast over the last year? Does a rewind count? I've been keeping track.

Mark: Are you serious?

Scott: Every time there's a flaw, every Bootcamp I make a note in Evernote which is also free by the way Evernote is. That's another good tool we didn't talk about.

Mark: Evernote is a good tool.

Scott: [Indiscernible 00:23:49] everything.

Mark: Is Process Street free in the beginning too?

Erik: I don't recall if it's free or not. It's relatively inexpensive. I think it's about \$150 annually.

Mark: Okay,

Erik: But I'm not sure if there's a free version or not.

Mark: I'd like to have a checklist of reports to Scott Todd's you know Mac's plummets and just check it off.

Erik: The only time I remember a malfunction was on the Surface while we were playing Family Feud.

Tate: Yeah, I was just going to bring that up. I don't know.

Scott: No, no, no, no, Mark.

Mark: That's right, Tate.

Scott: Wait a minute. At the last Bootcamp Mark's computer like completely fizzled out and almost died.

Tate: Scott you know how I remember this?

Scott: Because you were touching my personal diaries.

Tate: No, no, no it was right before my team won. Yet again we're undefeated. So I remembered it because it was like a proud moment for all of the attendees because they kept my winning streak alive undefeated for four years now I think it is, maybe five.

Mimi: Who's been tracking that?

Mark: Oh we're tracking it in Evernote, in cloud, by the way. You know, we didn't mention Dropbox or Evernote or any of these cloud-based systems but.

Mimi: Yeah.

Mark: There are so many good tools, right? Yeah. If you want to talk to us about our favorite tools, by the time you're listening to this, you'll still have a few weeks to get to San Antonio Bootcamp. Learn more go to TheLandGeek.com/Bootcamp. It's included with the Toolkit and Flight School. So, take advantage of that. Then in real-time, you can actually debate with us Surface versus Mac. Right, Scott Todd?

Scott: Well, not a debate but we can have a discussion around it that will appease you. That's no problem, you know?

Mark: Okay, well great. I thought this was a really productive podcast. I certainly want to wish everybody a Merry Christmas. By the time you listen to this, you will be on the second day of Hanukkah as well, or what I like to call it diluted Christmas over eight days. So it's really basically two days of good gifts and six days of crap. But the first and the eighth they are very nice, for sure. So Merry Christmas and Happy Hanukkah from The Land Geek for everybody who listens. Thank you so much for supporting our podcast if you really want to give us a gift, all you need to do is subscribe, rate and review the podcast three very simple quick steps.

Do us a favor send us a screenshot of the review to Support@TheLandGeek.com. We're going to put in your stocking stuffer, the *Passive Income Launch Kit* which is normally \$97. As well as the wholesaling course, *How to Double Your Money 30 Days or Less*, pretty good way to go into 2020. So now, Tate, we're at that point, we're going to put you on the spot for your tip of the week, a website, a resource, a book, something actionable for the Passive Income listeners to go improve their businesses, improve their lives. What do you got?

Tate: All right, so as everybody knows, we are in the era of the streaming wars and there are so many different platforms out there that it's really hard to know if you have access to the best shows, whether it be on Netflix, Amazon, Disney Plus, Hulu, HBO, etc. So now I was showed an app it's called Just Watch. The reason I'm sharing this with everybody is because what our viewers and our listeners probably have picked up on is part of Mimi and I's main objective with having our fixed expenses covered with our land business is so that we can stream and binge watch TV shows at our leisure.

So this app is called Just Watch. You can find it for free in the App Store. What it will do is you can go in there and search any TV series or movie and it will tell you what platform or where that show can be watched. So, check it out. It's a really cool app. It is the holiday so you'll have some time to spend binge-watching with your family and loved ones. If you've heard of a show and you can't remember where it's at or what it was, you can go on here, find it, and get to the couch a lot quicker. So check it out. Just Watch, very, very cool.

Mark: I'm playing with it right now. It's asking me what providers I'm interested in. It's got Netflix Prime, Disney Plus, Hulu, HBO, NOW, Apple TV.

Tate: It's everything.

Mark: Everything's in here. Direct TV, Epic. It's incredible. Wow.

Tate: Yeah. You can go in there if you want to say, I want to watch ...I don't know. They'll even tell you movies that just came out. So like 'The Joker'. Oh, I want to see the Joker. I didn't see it in theaters. It'll tell you "Oh, you can rent it or buy it off Apple." Okay, cool. So now you have an idea of where to go.

Mark: It's just fantastic. I'm really enjoying 'The Morning Show', by the way, on Apple TV. Is anyone else watching it? No?

Tate: No.

Mark: Well, there's a recommendation for you.

Mimi: What is it?

Mark: Erik Peterson, I know you're a big reader, but anything that you're going to recommend during the holiday break?

Erik: No, I've got nothing.

Mark: What book are you reading right now?

Erik: I'm not even reading a book at the moment. I'm just unpacking.

Mark: That's right. You've got a life thing going on.

Erik: Yeah.

Mark: Tate, how about you?

Tate: I watched a series on Amazon just recently. It was called 'The Feed'. It's a pretty interesting show set in the future where everybody gets these implants in their bodies and they're able to connect to like the internet and social media and email hardwired into their brain and so they just kind of activate it and it's really cool. Check it out, 'The Feed', it's on Amazon.

Mark: Okay, is it as good as 'Black Mirror'? Is it 'Black Mirror' ish?

Tate: Yeah. It's a series. I think it's like eight or 10 episodes long. I really liked it and we watched it pretty quickly over the course of a week. So, check it out. It's kind of 'Black Mirror' maybe not as dark but there are some pretty intense moments in the series.

Mark: All right Mimi, how about you? Are you watching anything good? Are you reading something good?

Mimi: I got a book that Scott suggested *Secret Empires* for my husband's stocking stuffer one of the stocking stuffers. I'm excited about that. I am currently streaming 'Strike Back' which is really good about two like CIA operatives and 'Outlander'.

Mark: Fantastic.

Mimi: Yeah. I'm excited about that and about my son coming home. I'm watching 'The Grinch', this holiday things I got to watch, 'The Grinch', right, with Jim Carrey and 'Elf'.

Mark: Yeah. I really think between 'Elf' and 'Christmas Story' if that's like the big tradition around here. 'The Grinch', I do like the Grinch. I do.

Mimi: It's good.

Mark: But if I had to choose.

Mimi: Yeah.

Mark: Yeah, Scott Todd, how about you?

Scott: 'Christmas Vacation', man.

Mark: Woo, that is a classic.

Scott: That's a good one. Can you believe that my daughter, my daughter went out the other day she was driving around with one of her friends and they were driving around and there was like no houses that were decorated like, you know crazy style. She goes to her friend she goes, "Wow I'm disappointed there's no Griswold houses around here." He's like, "Well, what's that about?" She was just like, "Why do you not know what Clark Griswold like Christmas Vacation? What are you talking about? You don't know what that is?" He's like, "No." She's like, "How do you not know what that is?" I'm like, "What? How does he not know?" No, the test is, does Tate know?

Tate: Vacation?

Scott: Yeah, 'Christmas Vacation'.

Mark: 'Christmas Vacation'.

Scott: Not 'Vegas Vacation', 'Christmas vacation'.

Tate: I do know that one, yeah. That's a classic.

Scott: Okay.

Mark: Yeah. I feel like there are certain things I have to introduce the kids to that are classics.

Mimi: Yeah. A movievacation like an education it's a movevacation.

Mark: It's a movievacation. There's a musication like every morning while they're getting ready I put something you know new on Alexa or you know Amazon and play music. You know, sometimes they love it. Like my son is like humming "Behind Blue Eyes", The Who? I'm like, "You like this?" I'm like are you ready for Quadrophenia?" Couldn't be more proud, really.

Mimi: That's also important.

Mark: It's really important I think. 'Christmas Vacation' is definitely one of those movies as well as 'Vacation', those two. That has to be in there, for sure. Some of those, those 80s movies you got to just re-jig them up 'Breakfast Club', 'Goonies', 'Ferris Bueller's Day Off'. Although as I'm getting older, I'm realizing how much I hated Ferris as a parent.

Scott: Why is that?

Mark: Are you kidding me? All this guy's doing is lying to the adults.

Scott: Look, a priest once told me, you know how you tell a teenager's lying? Their lips are moving. That's how. So like it's just emulating real life, honestly.

Mark: It's a good point. Well, I want to thank everybody again. I want to thank the listeners. I hope you're getting a lot of value out of these podcasts and again, happy holidays. Make 2020 the best year ever though. We will be recording next week aren't we or not? If not, Happy New Year.

Scott: I don't know.

Mark: I think we are. We'll do something or I'll do something. Depends on what everyone's doing. I'm just happy Mimi and Erik are actually on the Round Table this week.

Scott: Yeah. Now the other two have gone. What happened?

Mark: By the way, is that a little ...?

Scott: Suspicious?

Mark: It's a little suspect isn't it? It's suspicious.

Scott: Yeah.

Mark: The two of them are gone now.

Scott: Yeah. Mark when they return like when they return, you and I will leave.

Mark: Right, right.

Erik: Then there'll be no podcast.

Scott: No, I think that the downloads might go through the roof.

Mark: It's true. I think when Mimi hosted, it was really strong. Tate could host.

Tate: No. I'd like to see Erik and Mimi host this.

Mark: Absolutely.

Mimi: I've done it once. It's Erik's turn next.

Erik: It's not happening.

Mark: Are you ready to do this?

Tate: Erik will move again. He'll move again to avoid hosting.

Mark: I can't wait for Erik to run Bootcamp. That's sort of like the long term plan. Then you will know you've really gotten over a fear of public speaking.

Erik: Yeah.

Mark: Are you excited about that idea?

Erik: No, not at all.

Mark: It's okay. But it's not that you have a fear of public speaking, is it? You do it.

Erik: Yeah, I do it. I don't like it I guess.

Mark: You just don't like it.

Erik: I feel uncomfortable.

Mark: Yeah. That's growth, right?

Erik: Sure.

Mark: You know? All right, are we ready to do this? One, two, three, let ...

All: Let freedom ring.

Mark: Not bad. Not bad. All right, well, thanks, everybody and we'll see everyone next week maybe? We will have something next week? All right see you, everybody.

Mimi: Merry Christmas.

[End of Transcript]