



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

Mark and Scott Todd talk with: Erik Peterson - LandOpia.com,
Tate Litchfield - FrontierPropertiesUSA.com, Mike Zaino -
ThreeLandGuys.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 and on this week's roundtable we've got the usual suspects. A full group we've got 'Dude Buddy' 'The Nite Cap OG', Scott Bossman. Scott, how are you?

Scott Bossman: I'm great, Mark, thanks for having us.

Mark: Good to see you. We've got your cohort in crime the 'Zen Master' breathe in the mailing breathe out the marketing, Mike Zaino. Mike, how are you?

Mike: I'm doing wonderful, very happy to be here.

Mark: We've got the most feared women in the country, the 'Terrorist Hunter', Mimi Schmidt. Mimi, how are you?

Mimi: Great. How are you?

Mark: I'm good. I need you to be Aunt Mimi and talk to my son about the CIA. Because after watching and bingeing Jack Ryan, he thinks he wants to be in the CIA.

Mimi: Okay. I'd love to talk to him just about those types of jobs in general FBI, the CIA, National Terrorism Center. There are lots of different places to do that kind of work National Counterterrorism Center, NTC, NCTC right, Liberty Crossing.

Mark: All right great, great. We've got the 'Technician' Erik Peterson. Erik, how are you?

Erik: I'm doing very well. Thanks.

Mark: Good to see you I love it when you call me big papa, Tate Litchfield. Tate, how are you doing?

Tate: Doing really well. I'm jealous I'm not on the beach with you.

Mark: You should be jealous, but I'm jealous that I'm not on the second season of L.O.T.S. If you don't know what I'm talking about just go to TheLandGeek.com/LOTS and look over Tate's shoulder and see how he runs his land business and get some cycling tips as well. Last but not least, you know him, you love him Scott Todd ScottTodd.net, LandModo.com, and if you're not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek. Learn anything about anything InvestorNinjas.com. Scott Todd, how are you?

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

Mark: I'm good. I just realized that Mimi might be too supportive of this whole thing.

Scott Todd: Yeah, that's what I was going to say, you know, after the way she said that next thing, you know, he's not going to be in the CIA. He's going to be in one of these other things that she just said these other acronyms and like you're going to be like, what happened? She's going to be like, "Mark, what did you do?" You're like, "I thought she was going to talk him out of it but she's talked him into it. He signed right here on a dotted line or something? I don't know."

Mimi: Move on up.

Mark: Yeah, yeah. You know, I was doing some research on it, it's like "You need to know multiple languages." He's like, "I know French." I'm like, "Not going to be a hotbed in France." But I don't want to digress.

Mimi: Don't say that. Don't say that. Are you kidding?

Mark: Oh, that's right. It is a hotbed.

Mimi: It is a hotbed.

Mark: Okay, well, now you're definitely not going to talk to him, Mimi. But we have a really good topic today, which is I want to go around and ask everybody, how much money do you think you need to start with, to really get going in the land business? And then when you think you need to start raising money. So, let's just start with the person that's going to keep us the calmest Mike Zaino. Mike, what are your thoughts?

Mike: Well, you know, this is a subject that it comes up a lot. You know, Scott and I talk to a lot of people. Scott Bossman and I coming to business you know I came to business negative 40,000, right? Well, I still had to spend some money right, but the reality is I didn't have a lot of free capital in. So, you know, I always say, geez you'd like to have a couple of dollars for a few deals. So you buy 25 cents on the dollar, you're going to buy a couple of \$2,000 properties you want to have \$1, 000, right? You know, you just whatever, you know just to buy some inventory and then support your mailings.

I don't think it takes that much, though. I think that people often miss, you know what they often miss and I talk about it on calls is, I don't know if we always talk about that much but the micro-niche domain. Why we're able to do what we're able to do, and the price points. Our average purchase price of \$1500, \$2,000 we get all our money back in a year. So, I think sometimes that gets missed, right? That this is a small little environment they're in so we don't really need a ton of capital, you know in that end. So it's really interesting in that regard.

So, to start out Mark, you got to have some money for your mailings. I've heard people talk about is this mailing service, that mailing. I don't care if it's \$1 mailing really because one deal is going to crush it anyway. So let's call it \$100 a week for mailing. Then if you want to pick up a property, maybe \$1,000, or \$2000, you'd be good to go. That being said, I didn't have really any money. I just kind of had to like, just kind of like day trade buy in wholesale, buy in wholesale.

So, there are other ways. If you're listening to us, and you're like, "I don't even have two pennies to rub together." That's okay. I didn't either. But I'm still able to leverage the power of a deal. If you own the deal you have the power, right? I mean, you can go to anybody in the group and be like, "Would you like to work with me? Would you like to buy it wholesale? Like we assign this to you?" So first and foremost, you need to mail and so if you don't have a ton of money we're all going to say here don't sweat it, you can still make this roll.

Mark: All right. I love it. So if I had to press you Mike and just said for a number to start with. Would your number be \$1400, \$500, negative \$45,000?

Mike: Yes. You know, I'd say you'd be sitting pretty with \$2,000 you'd be able to get this rolling. Listen, start in the micro blow it up in the macro, perfect in that small environment. You can buy property all day long. I just bought 47 properties for \$100 apiece. I'm buying 47 more \$175 apiece. It can be done. You just have to believe in it, right? So a couple of thousand dollars you're good to go, my opinion.

Mike: All right, Scott Bossman, what are your thoughts?

Scott Bossman: I agree with almost everything Mike Zaino said as always, of course. But, you know, I remember having a conversation with Scott Todd when I started coaching four years ago, a little over four years ago, during our first-ever coaching call. I was afraid of running out of money. He said, and I'll never forget this in so many words you really have to have more faith in the model than anything. You just have to follow the recipe. You have to mail as Mike Zaino said and the deal flow comes. As Mike said, you own that deal and there are so many different ways you can move forward with that deal.

You know, our first year in coaching, actually I think we did 30 deals, and half of them were cash deals. Now you can't dictate, you know, what the market does, or what the market wants. But, you know, those cash deals went right back into our business. They fed our business to buy more property. It gets to the point where it becomes kind of a turning machine in that way, you get deals that fund other deals, you get deals that turn into great wholesale deals. You take 500 bucks, a thousand bucks, redeploy it in your business, go from there and keep supplementing with terms deals.

You know, I didn't take advantage of a couple of things back then that I know a lot of people are taking advantage of now and that is selling notes

and land arbitration deals. I mean, those are great ways to make your money move. I would agree with Mike. I think a couple of thousand dollars it's a great start in this business.

Mark: Okay, okay. Not to get too woo-woo and too much like law of attraction but I really loved what you said about you know, Scott saying, you've got to have faith in the model. Because I used to get on the phone with Scott and we would kind of tell these stories about times in our business where we really needed cash and as soon as we were like, we need cash, the cash just came. Scott Todd, do you remember that? It was the weirdest thing.

Scott Todd: Yeah and still to this day it's the weirdest thing. Like, I kid you not like I don't know back in October I felt like my bank account was getting pretty low and like it was getting to the point where I was like a little panicked. My business bank account I was like a little panicked and I'm like, what's happening here? You know what? I kid you not we had a string of cash sales and the next thing I know, I'm like, I've got too much cash. What did I do, right? Like, I got too much cash. Now like to this day, this was months and months later, I've been on a cash string and I've been buying properties like crazy, and I still have too much cash.

Mark: Yeah, now I kind of like, you know, do my vision board, just notes and I show people like, you know, not wanting to pay off the note early. But there were times when like I needed cash, and, you know, they paid the note off early. They wanted to pay cash, and it was insane. Mimi Schmidt, what are your thoughts on this?

Mimi: I agree with Mike that you don't need any. \$2,000 sets you up really nice, but you really don't need much. You need enough to mail, right? So many of the tools you can use Hubspot is free, right, Gmail. The Gmail suite cost you what? Six bucks a month or something, right? There a lot of these tools that you can... Even a phone number, right, you can get the Gmail telephone number. So there's so much of the stuff that you can do for absolutely free. Then you can pre-sell, double close, do things like that in addition to wholesaling, right and land dubbing.

So, I do that a lot. I'll pre-sell property and sell it double close it. Then if I write a large check to buy the property, it takes 10 days for the person I'm buying it from to get the large check. But when I sell it, I'm getting that cash within three to five days. So a lot of times I'm getting the money before the money is going out, right? Just by the way, I'm receiving the money and sending it out. So I think that's worth considering.

I will say, I think people think... I get a lot of this when they start, "Ooh, I'm having these issues with money management and I need help getting over that." As an entrepreneur and no matter where you are in scaling your business, the management of cash is going to continue to be an issue. You just have bigger money management problems and having too much cash is an issue. I remember once last year, I took in a bunch of money from a retirement fund and took a loan on myself. Well, I was paying the money back and the loan before I could spend it and make money on it, right? I should have piecemealed it out a little bit and managed it coming in when I had the land to buy. So yeah, I'm coming up on four years this spring, I still have money management issues, I always will because I have a business. So those are my thoughts.

Mark: I love it. I love it. So, if I had to press you for a number to start, what would be your number?

Mimi: So my son started doing it this past summer he started with 500 bucks.

Mark: 500 bucks wow. Then, given the evolution of your own business, Mimi, when do you think is a good time to start thinking about raising money or borrowing from yourself and tapping into other lines or other sources of capital to grow?

Mimi: I feel like when you've got the mailing and marketing down and you've got enough good deals, you understand the model enough where you can go out and buy. Gosh, if you've got enough money right after Flight School if you're starting to get in good accepted offers, and you feel confident about the prices that you're paying for the property, go for it.

Mark: Okay, all right, fantastic. Erik Peterson, the 'Technician', I'd love to hear your technical take on the idea of capital to start and then when you start to think about maybe doing a raise.

Erik: So, I think I started with about five grand when I got started. Certainly, I don't think you need that much. But I think that you should have some money for education and that can take any form out there. But to be able to educate yourself is a big piece of the puzzle. Without that, you know, you could be wasting a ton of money, sending out letters or blind offers or postcards or who knows. So, the education piece is important then just enough money to mail. If you have, let's say, four to six weeks' worth of money for mailings, I think that should get you in good enough shape that you can start to get some accepted offers and work them through the process.

If you have nothing more than that, well then you know any of these other ideas that have already been talked about where you know you're double closing, you're you know doing that wholesale, or you're pre-selling or any of the other options out there to get that capital in order to be able to close that deal. So, you know, I don't think it takes a lot of money. But I do think that the education piece is super important.

Mark: Yeah, I mean, and the most expensive piece of education that we have for the DI wires, just starting out is only 19.97. So that's still within, you know, the \$2,000 mark, which, oftentimes, if you get the digital it's much less than that. So, you could get education and start mailing with around \$2,000.

Erik: Uh-huh.

Mark: It's still a good number. Tate Litchfield, what do you think? Tate, did you Google what money is?

Tate: Yeah, I know...

Mark: Yeah, yeah. So you know, because he's like the Venmo Generation. He's like, "What is this thing you call money?" He's like, "Is it there an app for that?"

Tate: I used all my allowance for my land business Mark, all of it all.

Mark: All of it.

Tate: In all seriousness, I think I started with right around \$5,000 like, Erik and you know, let's be honest buying and selling land is a capital intensive business. If you don't build your business correctly, you'll run out of money very, very quickly. That's the reality.

Mark: So when do you start either looking at other sources of income, doing a raise?

Tate: Well, I think it comes down to building your business correctly, right? That's the important thing. If you build it correctly if you know what you're doing if you know where to buy land if you know how to self-close it and you're not using title companies and you're hiring VAs that understand what your objectives are, it makes turning the money very, very easy and it makes flipping your property, so to speak, almost predictable. I work with a guy all the time and I swear every single month, he comes to me with a new

property to buy and it's like, fantastic. He makes a little money. I make a lot of money. We're both happy and he's able to cover basically all of his mailing, all of his VA teams and have a little extra money on the side out of that deal. So, it's pretty impressive that what you can do.

Mark: Okay, so if I had to press you Tate for a number to start, what would be your number?

Tate: Somewhere between two and five grand, I think.

Mark: Do you include education in that?

Tate: No. I would say that education is an entirely different part of the puzzle in my opinion. You got to have an education otherwise like I said, you're going to hear somebody on the internet or some Facebook forum telling you to mail and target properties in your home state and you're going to mail and you're going to send out 3000 offers and you're going to get two angry phone calls and that's it. Then you just wasted \$3,000. So, I think knowing what you're doing will not only give you that confidence to keep buying land, but it will teach you what to look for and what makes a good County.

Mark: All right, all right. I love it. Scott Todd, when you started?

Scott Todd: Okay, Mark, I started with \$10,000 of capital to deploy. Okay? So that didn't include mailings, education, whatever. I just had \$10,000 of capital to deploy. Basically, I would tell you I probably had too much money, because the first property that I bought, I had to own it, and I probably overpaid, I should have paid like 3000, I paid 4000 for it I overspent. Oh, by the way, my \$10,000 budget actually went over. Okay like I'll admit it I went over slightly, but by a couple of thousand dollars.

If I were to do it all over again, I would do something very different. I would start with capital of like 500 bucks. Here's what I would do, maybe 1000. Here's what I would do. I would I pick up the phone, I called my buddy Tate, and I would ask them about land dubbing some properties. What he's going to do is he's going to tell me the properties that I can get for \$100 today, literally \$100 today. Then I'm going to take those properties, I'm going to start marketing the heck out of those properties. I'm going to sell them, create some cash flow I'm going to keep doing it. I'm going to keep doing this to build up my passive income. Whether it's that but you don't even have to like buy the property outright if you know the right people and think about this correctly.

But you know, if you had more money, that's cool, because guess what? I know for a fact you can buy properties in like one-acre properties, wholesale for like 500 bucks like they sell. I mean, there are people that we know, that literally have bought some of these \$500 properties and they've built a massive passive income picking up \$80 checks a month, \$70, \$80 checks a month. It's just like keep giving me the little checks, man, keep bringing them to me. It's mailbox money. But as we all know, it starts to spin right? Like it starts off small, you know, it pays the electric bill, pays the car bill, maybe it pays the car insurance bill for a month, then it pays the electric bill then it pays the car payment. Next thing you know, it pays the rent or the mortgage or half the mortgage. Next thing you know, you're paying off all your bills. But you got to build it, let it build.

I think the problem is, is that what we see oftentimes is that people are in such a hurry to scale. They'll say, "Oh, I'm not trying to get rich fast." Well, they do. That's their mindset. They want to scale so fast that they go out and they borrow all this money. The reality is, is that I mean, I've seen it time and time again, people go out and they borrow a bunch of money to go deploy, they start making bad decisions because they have all this money they'd have to deploy. The next thing you know, guess what? They're out of the business; they're gone because they could not deploy that much money at one time. So, you know, be careful think about it. Think about the long term perspective and build it slowly and it will be a lot better than trying to build it all in the next six months.

Mark: Yeah, I really love what you said. I love that sort of a different take of I wish I had less money, which is the Jack Ma. If you know Jack Ma he started Alibaba he's you know, a Chinese billionaire. He really credits his success to having no capital because it forced him to be so innovative, so creative in and just be so frugal in building his business, the right way from the beginning. We all hear the stories of these VC companies that have too much capital and from day one they just aren't smart enough to innovate the right way, and they burn through their cash and then, you know, you never hear from them again. So, I really love that sort of counterintuitive take of it.

You know, my take is I started with three grand, Jeran started with \$800. But that point in time, there wasn't a wicked smart, Mike Zaino that could just pick up the phone and buy a piece of property from him for like 500 bucks and flip it for, you know, 2000 or something like that. Or, you know, there wasn't Tate, I couldn't really control a piece of land, that might be worth five grand for 100 bucks a month, which I could then immediately flip and start making the spread of 100 bucks a month so I could sell it for, you know, 200/250 a month, and that baby money adding up.

So, as you guys are telling your stories, I can't tell you the jealous rage I'm feeling from the early days of going through this business and the unnecessary suffering that had I to go through compared to what everyone has at their disposal today. I truly am the 'Land OG' that had to walk uphill both ways compared to all of you. Just angry thinking about it.

Tate: Okay. Good for you.

Mark: I can tell that Scott Todd has literally no compassion for that suffering and nor should you because it's made me a better investor.

Scott Todd: I said, thank you. I said, thank you. Like that's compassionate, isn't it? Like, we pay respect to the original OG. We got you.

Mark: Tate can you help me out here?

Tate: I mean yeah, you know, we got to like Scott said, we know who the Godfather is, but I don't really feel bad that you stumbled for all those years. I mean, okay, man thank you for doing that. Thank you for wasting a lot of money so that I don't have to. But, you know, I'm going to learn from your mistakes and save myself a million dollars.

Mark: Yeah, and I'm happy to do it for you, Tate.

Tate: I appreciate it, man.

Mark: For you.

Tate: Erik on the other hand,

Mark: Look, I'm not talking about Erik. I'm happy for everybody on the Round Table, all the listeners very happy that I made those million-dollar mistakes so you wouldn't have to. It is gratifying, but it is hard to sort of listen and kind of have to think back to all that struggle, but I'm out of it, I'm in a better place. I feel wicked smart and wicked generous, that I can, you know, go and help people with different ways of starting this business with very little capital and in those approaches. Mike Zaino, what's on your mind?

Mike: You know I love raising my hand on these calls. I just want to hear Tate talk about turning money. Something about that is just found awesome. He's talked about turning money out just like, yes, turning money. That was a really great description for this business. I just wanted to

point that out. I thought it was amazing. Anybody else feels that way when he said it? That was like I've never heard anybody say it that way about the business. But I felt really gratifying to hear him say turning money.

Tate: That's what you're doing. If you think about it, every time you sell a property on terms, you basically create a little mini ATM machine and you go to it. Every single month like Scott Todd does at Bootcamp and you just sit there and you're waiting it's like and it spits out 100 bucks for you. You're like, "Sweet, this is amazing." So every property I sell on terms I'm like, yep, ATM machine number 400.

Mike: What do you do for work Tate? I turn money. What, are you on the Ozarks? I turn money.

Tate: No. I don't paint houses either.

Scott Todd: Mark it's funny the other day my wife and I were talking about buying something for the plane, right, like I was talking to her about adding something. I was like; I don't know what I should do here. Then while we were at dinner, I'm sitting there and I'm sitting at dinner and I see this transaction come across and it was a cash sale and we sold this land and the investment, by the way, it was like \$8, 000, okay? Like we're thinking about like, okay, let's spend \$8000. So I'm sitting there and sell a piece of land. I look and I'm like, "Oh, look, we just sold a property for cash for like 11,000 like 10,995." I'm like, "What did we go by the property for?" I went I looked and we paid \$3,000 for the property, okay?

The way that I see this, you know Tate talks about the ATM machine, but I see the fact that I can literally buy whatever I want for pennies on the dollar just by selling the land, right? Like I can go buy land and if I want to pay for it out of cash, I can produce cash by just waiting for a property to sell or property or two to sell on cash, right? Because it happens 25% of the time it's on cash. So I'll be like, okay, I'm going to buy something. I'm going to buy it for \$3,000. I'll wait for something to sell and then poof, you know, we automatically have some cash come in the door and that's how I go buy things.

The other way of thinking about it is like, if you want to go buy a car, for example, well, if you want to go buy a car and the car payment is \$500, that might be two notes, okay? Like two notes for the entire time you own the car? Well, you could set that up on a property that may be cost you I don't know \$3,000. Okay, like you can make your car payment on properties, two properties that combined probably cost you \$3000 to \$4,000. Imagine that;

you spend \$3000 or \$4,000 you get some notes that go out there and produce income for you every single month that pays your car payment. It's like buying everything for pennies on the dollar, everything. It's just the mindset that goes along with it.

Mark: I'll tell you the downside of all this though, is having children. Because now my kids as they're getting older are like, "What do you do? How are we living like this?" Because not only do we make money, like an ATM machine but it's automatic like an ATM machine. It doesn't look like work after a while, because we have this thing 90% automated. So, that is actually a problem to teach children, like a work ethic like you had to do something in the beginning.

Tate: Mark, there's another problem and Scott talks about like, "Oh, look, I just sold this for cash." And, you know a couple of years ago, I was renovating my kitchen, and we got a quote from the contractor. He came over and said, "Hey, your kitchen is going to cost x." We looked at it, it was a lot of money and I thought, "Yeah, well it needs it. It's time. Okay, let's do it." I said to him, "When are you going to start? He's like, "Well, due to the timeline, it's probably going to be like, you know, two, two and a half months." I was like, challenge accepted. So I went into my office and I just hustled for like two and a half months. I flipped property. I sold stuff for cash.

When the contractor came to collect the down payment or the payment, I said, "Payment in full bloom." My wife looked at me like, "What have you been doing?" I was like, "I've been working. I've been working hard, working real hard." She's like, "You just made that money over the course of two months?" I'm like, "Yeah, pretty much." Feeling all good, kitchen paid for and she's like, "Well how often can you do this?" It's like "Whoa, whoa, honey, like I had to work pretty dang hard for this." She's like, "Well the back yard, the bathroom." It's like you pump the brakes here. This is a rare thing. Tate doesn't like to work that hard. I had to work on Fridays to make this money. Not something I'm trying to make a habit of.

Mark: That is so funny.

Tate: So you got to be careful Scott, because you know.

Scott Todd: Well, you know yeah, you got to be careful of Etsy because that's where Etsy comes in, right? Like No, no man's dream website Etsy. Like it's brings fear to every man out there.

Tate: Uh-huh.

Mark: Yeah, for sure. So before we go to, of all people this week, Scott Todd, for the tip of the week, I just want to remind the listeners that today's podcast is sponsored by Flight School. If you want to build your own ATM machine, yes, you can invest in ATM machines. Maybe make 20 to 30% on your money, which is fantastic or you can build your own ATM machine that every month will spit out cash at a 300 to 1,000% return. Obviously, you need to start with very little capital. \$2,000, \$3,000, \$5000 Scott Todd recommend having less \$500. The only way you're going to learn more about 16 weeks of going up that land investing mountain quickly safely efficiently with Scott Todd as your Sherpa is if you get on a call, a free strategy call, with 'Dude Buddy' the 'Nite Cap OG' Scott Bossman and the 'Zen Master' wicked smart Mike Zaino Just go TheLandGeek.com/Training and schedule that call. Scott Todd, tip of the week, what do you got?

Scott Todd: Okay, all right. Do you know what the biggest lie ever that we all tell, you know what it is? Anybody, can you guess what it is?

Mark: That Mimi Schmidt should always be doing the tip of the week, every week on the roundtable?

Scott: No. No. We all tell this one lie like I bet you on a daily basis, okay, maybe not daily, but on a regular basis we all tell us one lie and here it is. It's you go to a website, and you're registering for the website and they give you this book called the terms of service, right? There's a little checkmark on the bottom that says, "I have read the terms of service." We know for a fact that okay, maybe a small percentage have read it. Most everybody else they're lying. They're like I checked it. It's not true. It's not true.

So check out my tip of the week this week, which is a website called ToSDR.org it stands for Terms of Service; Did Not Read.org. What happens is you can either download a plugin or you can peruse, like common websites and they will give you basically a summary of what it is that you're agreeing to or what they can do. For example, like YouTube, it tells you like what they can and can't do, what you can and can't do, and like how much of your data is protected. They give it a class rating I think A through E. So you can search for popular websites. You can even download the web browser, which will help you to understand whether or not you know, basically what you're agreeing to. It's not like we're going to do anything to change it we're going to have to agree to if we want to use the website. So, I don't know might be something that you might be interested in looking at.

Mark: This is a really great Mimi ask tip. Wow. It's really great and useful and it's true. I personally never read the terms of service for the most part,

for the most part. If it's a real small company I actually might but bigger companies I just don't.

Mimi: Scott that's such a great tip maybe ought to do a tip of the week more often.

Scot Todd: No, no we will leave that to you, Mimi. What we could do though is we could go to the guy that doesn't really do tips of the week more often and that's you guys know, it's Mark, right? Even on the regular podcast he's always giving the guests websites and then he's like picking on other people about like their suggestions like JotNot Pro or whatever.

Mimi: Yeah.

Scott Todd: I think it's time that we rotate in and Mark just has to like, level up, level up.

Mimi: I noticed Mark was kind of wah wah about my HubSpot Sales Blog and then I noticed in the Facebook group he was touting an article from it.

Scott Todd: Yeah. See?

Mimi: Like week before last.

Scott Todd: That's what he does.

Mike: Well, I have not to come to Mark's defense but...

Mimi: Careful.

Scott Todd: We can't hear you, Mike. We can't hear you.

Mike: But he does quote [00:34:27] [indiscernible] For instance, Roam Research, Mark, insanely awesome. You put something in the group about that. So he does throw tips into the group routinely I'd have to... So, I'm just saying.

Mimi: Yeah.

Scott: I don't know Mike. I don't know.

Mark: I do want to say that if you would like me to do more tips, then let me know in your review of the podcast. All you have to do is subscribe, rate

and review the podcast. Send us a screenshot of that review at Support@TheLandGeek.com. You can even put in the review, "Love the podcast, wish Mark would be doing more of the tips of the week." Because obviously Mimi's are great, but Scott Todd's are average and we certainly don't want to go down the road of Erik's JotNot Pro.

So, leave us that and you know, email it at 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 in Three Days or Less'. If you're not in the free Land Geek official Motivation Wealth Creation Group, thank you, Mike, because I do throw out wonderful tips at least once a week. So take that, Scott Todd, put that in your pipe and smoke it.

Mike: You know Mark, that Roam Research has sent me down a rabbit hole.

Mark: It was pretty cool, right?

Mike: Yeah because I read some article. I just sent it to all of you on Voxer a link to an article all about the whole idea of how our brains are shifting we get it from how we read things. If anybody knows what I'm talking about Mark put in the group it's Roam Research. I don't know if we can call the mind mapping. It's kind of like Evernote on steroids.

Mark: Yeah, it's mind mapping and in a different way in the way that we think and it's really cool. So are we ready to do this? We're good? One, two...

Scott Todd: No, we are not good.

Mark: One, two, three.

All: Let freedom ring.

Mark: By the way, speaking of the Motivation Group, we did get people responding saying they love the bonus part of the podcast. So, there you go.

Mike: So let's [00:37:10] [indiscernible] we go.

Mark: Well in the beginning of the podcast I thought it was really interesting. I had some really good kind of funny lines to Mike Zaino about his Microsoft Surface and then Scott Todd chimed in with a great statistic.

Scott Todd: Yeah, just a little thought I've been thinking about this greatly and you know, we get a lot of flak for being in the Surface, okay, like the

Surface gang here, a lot of flak. But when you think about the numbers, let's think about some numbers here. Let's do a deep dive into the numbers, Mark because the numbers don't lie and I do believe in correlation. So here's what I noticed. Apple has a market share on the PC market shares about 33%, Okay? About a third of users are using Mac products today or Apple products today. So, clearly, Windows is the platform that's used by most people.

Additionally, what I also found interesting from our conversation last week is that a third of the people, I think this was quoted by Tate he said a third of the people like to push the recline button and recline. Is it a coincidence that they might be the same people? The Mac users are the recliners and the Windows users are the compassionate, respectful people who love fellow man?

Tate: Scott, I don't know about that but it does tell me one thing, Erik reclines. I knew it. I knew he was a recliner. I knew he was embarrassed. I knew he was afraid to come to my aid because he was afraid of getting cyber bullied on the Facebook group. That's what it comes down to.

Scott Todd: I think what it does show though there has been some rumors that said that you had a Surface so clearly you don't.

Tate: No, absolutely not.

Mike: You know what happens when someone reclines?

Tate: I like overpaying for my computers.

Mike: When I'm on the plane they recline and they take away my traditional what would be for a Mac's computer space, I just take off the keyboard and reach back. I reach around and I say "Excuse me I have an extra pillow would you like it?" It's just a very casual, no problem, very compassionate.

Mark: Yeah, you know what's funny is that this is literally like, I don't know if you guys watch on HBO, but there's been 10 seasons of it, and literally this could be an episode of *Curb Your Enthusiasm*.

Scott Todd: It could be Yeah.

Mark: Because you would know Larry David would be irate that someone would be in his space on an airplane.

Scott: He would be Tate's position.

Erik: He would recline.

Scott Todd: He would recline.

Tate: He would recline.

Mark: He's not a recliner I can tell you because I've seen enough episodes because he is sort of this, the unwritten rule follower. For example, if you're a guest in someone's house, you tiptoe. You tiptoe, right? There's just this thing like you just, you know, you don't open the fridge, you ask permission. You don't just go into the pantry. Obviously just like reclining there's no sign that says you should tiptoe but you do.

Mike: Is it okay to open the medicine cabinet if you had a headache.

Scott Todd: No.

Mark: No. You tiptoe in someone else's house. You don't open their cabinets especially the medicine cabinet.

Mike: What if you wake up with a headache?

Scott: You ask them if you can go to the bathroom. Like where is the restroom?

Mark: Yeah. Erik, have you had any guests in your new house yet?

Erik: Yeah, we've had some guests.

Mark: And how were they?

Erik: I think everybody was good so far.

Tate: Did they behave to Mark's standard.

Mark: Except my father in law doesn't like to take off his shoes in the house.

Mark: That's the same thing as reclining. If the rule is, you know, we take our shoes off and they refuse to do it. I would send them to Vegas like I got the perfect house to go to.

Tate: We don't take our shoes off. I take my shoes off and I step into house shoes.

Erik: That's fine.

Mimi: Just have a pair of house shoes when they come to your house.

Tate: I mean I'm not going to tell my guests. I think it's part of being a good host too, though like you want to wear your shoes.

Mark: Come on now. You think it's being a good host is letting somebody from the outside world stomp around in your home with their dirty feet? Come on, man. Being a good host is like "Can I get you something to drink? Can I get you something to eat?" Not stomp around with your muddy shoes my house.

Tate: I live in a desert, Mark.

Scott Bossman: You do too. There's never being mud in your house.

Scott Todd: If that's the household rule that you need to take off your shoes as a host like maybe tell me in advance, I can make sure I'm wearing some socks and then I'm not walking around in your house like barefooted. Like I don't know that seems a little creepy to me.

Mark: Mike Zaino, what do you think? Let's just go around. This is a Round Table topic shoes or no shoes in the Zaino home.

Mike: I think that you should not wear shoes in somebody else's house. I think it shows to Scott's lifestyle that he doesn't wear socks. He's so laid back. Are you on the beach all the time?

Scott Todd: I do wear socks. I do wear socks, most of the time I do wear socks. But I did go to someone's house and I didn't wear socks that day. Then they're like, "Oh, please take off your shoes." I'm like, it isn't going to happen. Give me some wipes.

Mark: Someone like me would bring their own booties. No problem. I've got Land Geek booties.

Tate: Or maybe you as the host should offer booties.

Mimi: Right.

Mark: Exactly, exactly. Scott Bossman what about you?

Scott Bossman: It's winter in Wisconsin, there are no shoes in the house. The boys try going through the house with shoes, it does not go over well. So we all make it a habit of taking our shoes off at the door and we have a little shoe shelf that everybody puts their shoes on and stays nicely organized for my wife because it gives her anxiety if it's not organized. So there we go.

Tate: That makes sense.

Mark: Okay. Let's say that someone didn't want to follow that rule.

Scott Bossman: So, it depends on the person, I guess.

Tate: Let's say Scott Todd doesn't want to follow that rule.

Scott: What if you're going to have a dinner party or something?

Mimi: That's different. That's different.

Scott Bossman: You're going to you know, entertain people then it's different, right?

Mimi: It's different if you have 50 people in your house and you got one wearing thigh-high boots and heels and things like that they're hard to get on and off, right? So those onetime events, yeah. But every day we used to live in Japan so we never wore shoes inside, even in the restaurants. You take your shoes off and then you walk onto the platform where you eat in Japan. I know.

Yeah, we have a landing zone right through there, where everyone comes in and puts their shoes before they go and all the rest of their stuff before they go upstairs. And for guests that come frequently, like the grandparents, they have their own pair of indoor shoes or crocs that they can put take their shoes off and put on and have an indoor affair.

Mark: Yeah, I mean, Tate is just the house of chaos. So we know where he stands.

Tate: No, no, I'm not saying you can wear shoes in my house. I'm just saying...

Mark: I thought you just said you could.

Tate: Well, if you are inclined. Like the house standard is like you come in, we take our shoes off. But if my mom walks in, and she's like, "I'm not taking my shoes off." It's like, I'm sorry I'm not going to tell the woman who birthed me that she has to take her shoes off.

Mimi: Yeah, that's understandable.

Scott Bossman: We know you take your shoes off on the airplane too, Tate.

Tate: No. How about that picture I sent you the guy barefoot in the airport? We're like very clean people, like we're very clean.

Mimi: Yes, you are.

Tate: But I mean some people they just get away with it.

Mike: I've been known to pack slippers when I go over friend's houses just to pull them out and put them on in a little bag. People love it. It's courteous. It's courteous.

Mark: I assume that Scott Todd's probably not getting many house guests simply based on you know, being a Surface owner and you know, maybe having a little Microsoft Surface logo on the door. That's almost like no soliciting sign if you will.

Scott Todd: Is it? It means I connect with the majority of the American population. I'm just saying.

Mark: Right, whom are in despair and lonely.

Scott Todd: Listen, all I know... let me just say this, all I know is that when you guys and all your visitors come to your houses and everything and you get the coronavirus and I'm all alone.

Mimi: Coronavirus is from weird animals.

Tate: We are not getting that.

Scott Todd: I'm just saying. I'm just saying when you're interacting with people at your houses just remember the coronavirus, you don't know, you don't know. So just don't interact with anybody.

Tate: So you make everybody step in like a big pool of bleach before they come into your house?

Scott Todd: We're going to bleach them first. We are going to wipe them down and then, you know?

Tate: Then they go into the Lysol room.

Scott Todd: Lysol room.

Tate: They hold their breath and get sprayed.

Scott Todd: Contamination free zone, yeah,

Mimi: Decontamination.

Scott Todd: Yeah. We don't do that.

Mark: Okay. So am I the only one on the podcast that listens to or watches *Curb Your Enthusiasm*?

Scott Todd: I do. I do. I watch it.

Scott Bossman: No, I watch it.

Mark: Yeah. Yeah.

Scott Todd: I did like the season or the episode one of season 10 where he's like, people wish them Happy New Year's. He's like, you can't do that it's too late.

Mark: It's too late.

Scott Todd: No, it's not too late.

Scott Bossman: Yeah, that was weeks ago.

Mark: Yeah. I heard him interviewed and he's like, because he's playing a character, and then he actually in real life, said something to hurt someone's feelings. He's like, "It's not me. It's my character."

Scott Todd: Yeah.

Mark: Yeah. Someone showed him a picture of their dog, he's like "Yeah, it's a dog."

Mimi: Ouch.

Mark: Right, which yeah, so. All right, well, Erik Peterson, thank you for being on the podcast and fellow a Mac user Tate Litchfield, thank you for being on the Round Table and a fellow Mac user, Scott Bossman thank you so much for being on the Round Table, and a fellow Mac user. Everyone else, have a great day on the podcast.

Mike: Scott Todd thank you for being on the podcast with me, I really appreciate that.

Scott Todd: Mike, Mimi, you know it's okay. It's all right.

Mimi: I was going to give you...

Mark: Yeah. May you guys go, yeah.

Scott Todd: There lies proof. Right there, Mike. Mike, he just proved the point; PC users are more compassionate than Mac users. He just proved it. See? We love each other. We are the machine of love.

Mike: By the way, one more and we have the majority. One more Scott and we have the majority, one more.

Mimi: Yeah.

Tate: But until then you're still the minority.

Scott Todd: Tate's still on the fence. I know. I know things.

Mimi: He's been on the fence for a while.

Scott Bossman: He knows things

Scott Todd: I've seen him using Surface, true story. I've seen him using the Surface.

Tate: It hasn't gone well.

Erik: You can move off the table and kick it in the trash can.

Mark: Yeah, I mean, really, for me just had of fear of a drone I'm thanking Mimi for being on the Round Table podcast. Mike and Scott, I hope you guys have a virus-free day. Thanks so much.

Scott Todd: I've been virus-free for over a year man a year and a half since I got the Surface, not like the Mac.

Mark: That you know about.

Scott Todd: Oh, no, it's good. I'm locked down.

Mike: I can see Tate late at night before he goes to bed, he goes opens a special drawer, unwraps it and looks at the Surface, "Oh my God. Look at this. Look at this." Wraps it back up.

Tate: See you later, guys.

Mark: All right. Let's go do some deals. See you guys.

[End of Transcript]