



THE LANDGEEK

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, and Mimi
Schmidt - PartNParcelProperties.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 Round Table we don't have all the usual suspects but we've got one of the usual suspects the 'Technician' LandOpia.com - Erik Peterson. Erik, how are you?

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

Mark: Happy to have you. I can't tell you how excited I am that you and Tate have a new course coming out and one of the pieces you're doing is !Never Lose A Lead Again. I'm not going to spoil it, but it's basically going to be one of those courses that will really make you money. Which leads me to speaking of making money she makes it rain the most feared woman in the country the 'Terrorist Hunter' Mimi Schmidt. Mimi, how are you?

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

Mark: Pulse is still normal, respiration's fine, always happy to see you on the Round Table and of course we've got 'I love it when you call me big Poppa', Tate Litchfield. Tate, how are you?

Tate: I'm fantastic.

Mark: You know I love the fact that you're just so transparent about what you're doing and if you don't know what I'm talking about check out LOTS just go to TheLandGeek.com/LOTS (Looking Over Tate's Shoulder) and learn more. And should you give them a little sneak peek about the course coming up?

Tate: Let's just say you're not going to want to miss this because Erik and I are putting a lot of time into it and we plan on tackling one of the biggest problems that we as land investors face and that's not only how to sell land but how to follow-up effectively and correctly with your leads that you generate. Because we've noticed that people's sales are falling through the cracks and so this course is designed to prevent that from happening again.

Mark: Absolutely. I can't tell you how excited I am for this thing to come out which be very soon. We're just putting the finishing touches on it and it's going to be amazing. In fact it's going to be so amazing we guarantee it, it's just going to make you money guaranteed. Last but not least the 'Brain', the 'Professor' - Scott Todd from ScottTodd.net, LandModo.com, and if you're not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek. Get smarter, get wiser InvestorNinjas.com. Scott Todd, how are you?

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

Mark: I'm a little salty this afternoon. I'll tell you a little salty.

Scott: Okay yeah. Why?

Mark: Well just based on the topic.

Scott: Oh fine.

Mark: Because there's just a lot of stuff out there that just kind of rubs you the wrong way but when you hear the topic you'll see why it kind of rubs me the wrong way; the mischaracterization of things. So Scott Todd tells about our topic today.

Scott: So you know Mark I've been talking to people, I've been listening to people you know and one of the things that often comes up is like I think people are afraid to come to Bootcamp. Why? Because I think that they feel like it might be a sales pitch, a pitch fest, a sales machine, they are going to get dragged out of the room, they're going to have to like go into a like beat up room and they're going to get harassed to do something more and I hear this and it breaks my heart because like, I don't know.

I've been going to Bootcamp since 2015 February 2015 so five years now man. Like five years of going to Bootcamps and I've never seen anybody dragged out of the room and beat up in the backroom. Like either this is really happening and I'm just oblivious to it or there's more going on at Bootcamp than what people think.

Mark: Yeah, so I think it's a really good topic sort of this myths vs. facts and I know that if you go to other real estate seminars, or other seminars in general it can be a pitch fest. There's good information, but typically the idea the typical seminar business is we're going to give you two hours of information for free but if you want the real information spend \$2000 and come to this three-day event. So then they go and they spend three days in a room, there's salespeople in the room and then after that if you really want to do well then invest in this \$100,000 coaching program that puts you three days on bus and you're looking at a bunch of house. So that is the seminar model; we do the exact opposite.

So Erik Peterson, what was your first experience I mean at bootcamp? Were you sort of expecting I mean look guilty as charged I send out a lot of emails. If you listen to the podcast I'm not shy about promoting what we have because I truly believe in it and if I don't say anything no one is going to know about Flight School, no one is going to know about the *Toolkit*, no one is going to know about coaching but it's because I believe in it. That being said, I don't certainly want to spend two and a half days up selling, up selling, up selling because it ruins it for me, it ruins it for the attendees meaning no fun for anybody. So what really goes on Erik?

Erik: Yeah. So I was thinking back as we were talking here about my first time at Bootcamp, which was also back in 2015 at some point and you know I didn't have a history of going to other real estate seminars. So I don't think I really knew what could happen I guess or what I should expect to have happened.

I was familiar with going to different conferences that I paid a lot of money for that were there to educate me in my field at the time which was graphic design. So you know I'd paid thousands of dollars to attend these

conferences and hear different people speak and things like that. So that's kind of what I was familiar with and I guess that was kind of my expectation coming to Bootcamp is that you know I'm going to learn.

Well I got there and you know that's indeed what happened I did learn. At the time I had the *Toolkit* and I can remember day one going through more deals than I can handle and learning about County research, learning about buying properties and so on and then through the weekend I remember following through the rest of the process.

Now you know I never felt any pressure to buy coaching, to buy anything else while I was at Bootcamp that was something I later decided to do. But it wasn't because I wasn't at Bootcamp and they're like you know, I was told that if I didn't pay X amount of money you know I wouldn't learn this important thing about the business or something like that. So yeah I mean it's just very educational, it's really helpful, the community, the people you get to meet are invaluable as you learn and grow your business.

I'd say you know from when I started going to Bootcamp to where we are today just night and day. I mean we're offering more and more value every time. So I can't say enough great things about it.

Mark: Yeah. I mean I can't remember because it's was so long ago but was I nice to you at Bootcamp?

Erik: You know what I think I don't remember if it was my first or second Bootcamp, but back then you used to give away a property and I won a free property at Bootcamp. I thought that was the coolest thing in the world.

Mark: Wow, I forgot about that. Yeah we used to do that, that is really cool. Mimi Schmidt you were like the Bootcamp queen.

Mimi: I love Bootcamp.

Mark: What was your expectations coming in and what was the reality?

Mimi: It way surpassed my expectations. My expectations I guess I felt I was going to be upsold right, that there will be a lot of pressure and I was determined I wasn't going to spend any money but I ended up gosh. I think I went to eight Bootcamps in my first-year and a half I never felt pressured to buy anything.

The reason I went into coaching for a year and a half it's because I realized when I got back on my own that I wanted to accelerate the rate that I was

going at. Not only do I not feel like there is this pressure to buy I feel the exact opposite kind of like a safe place where I go to build my network so that when I go through dips I have people to lean on. Do you guys remember the guy from Florida at the Orlando Bootcamp that was only going to give me cash and as woman alone I was supposed to go meet him?

Mark: I do remember that.

Mimi: You guys were opting to come with me. He ended up coming and I thought, "Oh my gosh I can't have a man I don't know meet me in a hotel room." You know you guys walked me through how the deal was supposed to go and it was so friendly and it was awesome. So I learned so much at Bootcamp even still as a coach I learned so much at Bootcamp and I hate to miss it. For me it's the best part of our network is going to Bootcamp. So I just think it is invaluable if you are in our community to experience it.

Scott: Mark, I take back what I said that was the only Bootcamp that I remember when we took that guy in the backroom and you know like shook him down for the money.

Mark: Yeah, I remember that but there's a good reason it was for Mimi.

Scott: We shook him down. We shook him down.

Mark: Yeah, I mean deservedly so. It's not that we're not capable of doing we can do it.

Scott: Yeah don't mess with us.

Mark: It's just that we choose not to, we choose not to.

Scott: Yeah we're the Land Geeks.

Mark: Yeah, absolutely. So I mean Scott your first Bootcamp what were your expectations, what was the reality?

Scott: You know I thought that Bootcamp was a... Like I was kind of bracing myself for like the sell. Like I really was bracing myself for the sell because I had been to real estate conventions or real estate Bootcamps before or whatever. I have been to those and you know I was bracing myself and then when I walked in I mean my first Bootcamp was in Scottsdale, it was February, it was beautiful man. Like the weather was beautiful, it was like great temperature and nice hotel.

Get there, walk into the room and like there's 35 people there and I'm looking around like okay this is interesting and then we started off and we started off doing a deal. Like you started off with education and like the weekend did not stop with that education you know and unlike other Bootcamps you had interactive sessions. Like think about that for a minute on each day of Bootcamp there is an interactive session where you pair up with a team and go work. Why is that? Well it's because it's education, because you learn in groups, you learn by doing and that's what Bootcamp is about. Like it's about you getting the knowledge, the confidence, the skills that you might be missing and then the cool thing is that yeah there's networking hour. We used to do it one time now we do it on two days; Friday and Saturday night.

So it's really the whole Bootcamp experience is really about: one is about sharing education and sharing kind of next steps, is really about connecting you with other people that are doing what you're doing and you know like everybody said like if there's another step that someone wants to take well that's on them, but ultimately you can walk out of Bootcamp and we've seen people do this. Like we just had someone on the Round Table last week Joey who went through Flight School, he went to Bootcamp. Look at Joey man what? 13,000 of passive income that's huge.

Mark: Yeah.

Scott: He's doing it.

Mark: He's doing it and at no point did we try to shake Joey down because you can't really see in the podcast, but you know Joey is jacked. Like that's not a guy to mess with, right?

Scott: Yeah.

Mark: Right. Tate what about you what was your first Bootcamp experience like? You're so young I don't even know if you've ever been to a real estate seminar.

Tate: Yeah. I mean attending real estate seminars was not something I had done prior. I've attended some since getting involved in this and been unimpressed honestly. But maybe I am the exception here but I have spent pretty of money at Bootcamps. I've spent thousands of dollars at Bootcamps but it was never giving you money I was buying property the whole time I was there. People coming to me and saying hey you want to buy this property? It's like show me the numbers, yeah that's mine. Next person get

in line what have you got? Aha I'll take that too. I always spend pretty of money at Bootcamps and I love it

Going to Bootcamps like Mimi mentioned it's about that community, it's about growing your social network within this land business because I'll be honest it's a lonely world as a land investor. It's not like there's a ton of people who relate to what we do out there and if you're a fulltime investor you need that comradely. This podcast right here, it's kind of for our own benefit. We like getting on, we like shooting the breeze with one another, we like chatting and we like kind of sharing ideas and it's good for all of us and our mental health.

So Bootcamps kind of like that quarterly checkup that you can have where you can show up, meet people who are just as obsessed as you are about raw land in the middle of nowhere and understand what your goal is with it. So yeah, I mean the people that don't want to come I think they don't want to come because they're afraid of that sales pitch and you know what, it's just not there. I mean we're informative, we let you know what we offer but at the same point if you don't want to do it; it's okay, we're not going to be enemies, we're okay with it, we're cool.

Mark: Yeah I know absolutely. I think that the Trojan Horse for Bootcamp honestly like we give you a lot. It's two and a half days of education, 15 minutes of it is me talking about coaching. Literally of two and a half days 15 minutes of it is coaching and you just apply like that's it. There's no sales team in the back, no one is going to shake you down and it's just very, very easy-going.

But the Trojan Horse for me is the community and I'm going to date myself here. I grew up in St. Louis, I literally knew all my neighbors, I knew the parents, I knew the kids, we would go out. My parents were like okay be home by 6:00, they had no idea where I was and if I was hungry I'd just go to the neighbor's house literally like they would feed me. My kids don't have that, I don't have that, I don't know my neighbors in my own neighborhood and then there's that Mrs. Fuxman she's like older, she's like watching everything and kind of tell you don't do this, don't do that. Like you kind of knew like oh, oh but you kind of like didn't like her but you loved her because she's always looking out for what was best for the neighborhood and we don't have that anymore.

But what we do now have is just community of like-minded investors where everyone is looking out for everyone else. You know you don't get the sense that it's like this predatory type of situation where you know Matt Forbes is coming in and be like, "Hey, what land are you going to sell me?" Like no,

he's like you go up to Matt and he'll certainly have a drink in his hand but he'll be like, "Hey, how can I help you?" It's literally, how can I help you, what can I do for you, what are you struggling with, what are you doing well? Like we're all there to help out. There's no sort of scarcity mentality it's all abundance mentality and it's amazing to watch. I mean obviously selfishly I love seeing you guys but just seeing the attendees and answering those questions at the Networking Hour or during the breaks and just one little thing can literally transform someone's business.

And if you're like Mimi that keeps coming back like yeah the content may not be that much different from the first time but you're different. Every single time you come to Bootcamp because you're in a different place in your business so in the first Bootcamp it might just be about County research and deal flow, by your fourth Bootcamp it might just be about the systems and automation and can I get a zap automation from Erik during the break or VA management from Mimi or you know Scott Todd might really just throw out that one magical phrase that you weren't using to close deals and now you're hearing it and seeing it in real time. There's nothing to my knowledge like it where the focus is on education and on community and we let you go.

I've had consultants tell me, "Mark you are crazy you should be selling at these things and doing these things that everyone else does." I'm like no, I don't want to, I just don't, it's not fun for me, it's not going to be fun for the attendees and you know if they want to accelerate the can. We let them know this is there but there's no pressure to do it for sure and it's certainly not the focus at all. Erik, do you agree?

Erik: I completely agree. I mean it's definitely not the focus to sell. The focus is about education, it's about community and you know. I think in general if you talk to people that have been to Bootcamp they're going to have that same response.

Mark: Do you know your neighbors?

Erik: Do I know my neighbors?

Mark: Yeah, you just moved to a new house.

Erik: No.

Mark: See.

Erik: I know one actually.

Mark: You know one there. So like it used to be you move into a new house all the neighbors come by, they say hi. What can we do, how can we help you? They bake brownies and cookies and they get to know your kids and it's not like that anymore. But we sort of go old school at Bootcamp. I mean we try to get to know everybody. I mean I literally will make a point to try to say hello to everyone and talk with them and try to get to know them on a personal basis at Bootcamp and it is not just all about land investing necessarily. Gosh Jeff Jones was at Bootcamp and we had like a mutual friend, it was like it was really weird, it's kind of crazy. Mimi, how about you I mean are we exaggerating the power of the community?

Mimi: No, not at all. I love the community right and it's just celebrate your wins, you get support for the dips, you find out about the technology and the way it's changing instead of on your own. You find out the new Craigslist or the most recent Facebook change right at Bootcamp and how to get over it. So yeah right, all of our minds together that are stronger than if we were doing this individually. So yeah I can't imagine our group without it.

Mark: Yeah.

Mimi: And you're right there's so much more information Erik you were saying than the way it was four or five years ago. There's so much that we talk about and share with each other. It's interesting the way it's been evolving, it's good.

Mark: Oh yeah it's Kaizen, it's continuous improvement. Every single Bootcamp gets better and better absolutely because we really take to heart on the surveys what people say and how we can improve and we just, oh that's a great idea and we do it. So I'm really excited for the Phoenix Bootcamp.

Mimi: Even the programs they're becoming so much more customized. It used to be one program now we have a lot of different programs; they're customized for people and where they are in the business.

Mark: Yeah the VIP room is relatively new compared to where we started.

Mimi: Flight School, VIP room, we had the Land Geek VAs for a while. There are all these different programs that have come out of it in the last couple of years that have... Geek Pay didn't exist when I started, there's a lot of technology.

Mark: Yeah, LGPass didn't exist when you started.

Mimi: Yep.

Mark: Yeah. Tate, do you know your neighbors?

Tate: I do yeah.

Mark: You do know your neighbors, look at that.

Tate: I don't know all of them. I don't know the people kind of behind us but the ones in front of us yeah I know them. It's not like I've had dinner with them or anything like that but we're friendly, we wave and those kinds of things.

Mark: When you moved to the neighborhood though were there people coming up, introducing, baking goods?

Tate: No, it's mainly kind of been over the years seen them outside introducing ourselves. I wanted to know my neighbors because you know when we travel I like to say to them, "Hey, if you notice anything going on at my house give me a call," kind of thing. So we have a good relationship with them but you know it's very I don't know, it's very basic I should say. We watch out for each other.

Mark: Yeah, but since you're home all the time are you like the Mrs. Fuxman of the neighborhood?

Tate: Yeah. I mean I love yelling at kids, it's like my favorite thing, "Get off this property. Hey keep it down out there it's 7:30." You know that's me.

Mark: Yeah, yeah. Focus on your studies kids.

Tate: Yeah.

Mark: That's right yeah. Mimi, do you know your neighbors?

Mimi: Yeah and don't get me started. We have our sheriff that leaves two doors down and has on Friday a pouch party every Friday it is you know so I probably know all our neighbors.

Mark: But okay.

Mimi: Probably in here I like too much sometimes. We have a good neighbor network. We help each other out.

Mark: Yeah, yeah I think the pendulum is going too far.

Mimi: [00:24:34] [indiscernible] each other's sidewalks and we help each other out. We have super bowl parties and do all kind of fun stuff together.

Mark: Yeah. See it used to be like !My Big Fat Greek Wedding where everyone is in everyone's business and it could feel stifling but I'd rather have that than just like the wave and not know my neighbor.

Mimi: Right well yeah. Honestly I don't like it when other husbands talk to me in front of their wives and say embarrassing things. "Hey, how's it going?" I'm like, "Your wife is right there dude." I don't like that so I [00:25:08] [indiscernible].

Mark: Yeah, yeah, yeah. I mean I get that, there's always the creepy neighbor but you're going to have that, that's just society in general.

Mimi: Yeah.

Mark: Then they've got to deal with their wife and be like...

Mimi: Right, it's a great group they just have to watch out how many they have at the pouch party on Friday nights.

Mark: Yeah exactly. It's like Mimi to drink limit in the neighborhood then you're cut off for sure. Scott Todd, how about you is there anything about Bootcamp and the community that you want to add that nobody has mentioned?

Scott: No, I think it's a pretty relevant point. Like it's not just about ... I mean there's a reason why people who go to Bootcamp like you see them, like they've been to Bootcamp before. Whenever I start a Bootcamp in the instructions I always ask, "How many of you have been to Bootcamp before?" Hands go up. There's a reason why people come back and I'd love to say it's because of our great education or sharing with them but like honestly you tell the same joke all the time. They have to be coming back for your joke that's the only reason I can think of [00:26:27] [indiscernible] the education.

Mark: It's not the jokes. Look a joke lands every time but they've heard them so you know it's not because of... they're not looking for new material from Mark. I'm not Louise C.K.

Scott: That is good.

Mark: Yeah. Louise C.K. is a comedian that sort of revolutionized stand up in the sense that he'd always do a new act, which for the longest time no one really did because it's so hard to come up with new material and he kind of put that pressure on them to do that. Later on he did get in trouble. So I'm no Louis C.K. to respects but you know...

I feel like the Round Table like you know you've got to go the way to TheLandGeek.com/Bootcamp and watch the videos you know and hear what other attendees have said, the Facebook reviews, people talk about bootcamp. No one has ever said to us you know, "During Bootcamp boy I wish you guys provide more information, less salesiness." Ever it's just not what we want to do and it's not fun for you, it's not fun for us. So if that is the fear, if your fear is you're going to come to Bootcamp and it's going to be all about the upsell, it's going to be all about us and not about you I get it, I understand it but do additional research and I can guarantee you that will not be or experience at all.

Granted, you know me, I am going to promote, it's going to be 15 minutes in two and a half days. If you can't stomach 15 minutes of me talking about that then I don't know, but if you can and again it's not that bad, no one's pressuring you, it's just a little presentation that if you want to do it you'll apply, if you don't you know we go on to the next module and you're not literally going to feel any pressure at all while you're there. You will feel pressure to have a drink with Matt Forbes, but that's about it.

Scott: Mark, Mark the other thing I would say is this a lot of times people think like oh well man it's expensive to get on a plane and go. Like I've seen that before. Like I can tell you firsthand it's expensive for you not to get on that plane and go - however you're going to get there. Like you're paying one way or the other you're paying by selling yourself short of one knowledge and contacts because look you can't get everything from home, you can't get everything in your own little bubble. Get out of your bubble, go meet new people, go experience something new, go see a new city. Guess what, if you're doing the land business it's a tax write off. Like go, go enjoy it I guarantee you, I guarantee you that you know you can do it, you can do it affordably, and like I can tell you it's always been profitable for me. All the tips that I get, whatever, all the contacts it's always been a profitable experience. Go do it.

Mark: Yeah. I mean I learn something new every single Bootcamp as well, everyone does. I mean the room does become smarter than any just one person because we do tap into that collective intelligence, it's pretty amazing. So again just go to TheLandGeek.com/Bootcamp and speaking of

selling by the way do you know we have a thing called Flight School. If you want to learn more just go to TheLandGeek.com/Training, see how Scott Todd can take you up that land investing mountain over 16 week period safely, quickly and efficiently it is transformative. If there's anyone else to emulate in this business it's got to be Scott Todd.

Flight School is absolutely amazing don't take my word for it though listen to the testimonials. We guarantee you the education is not going to cost you anything. We have 180 day guarantee that you will make back the Flight School investment simply follow the recipe, show us your work, prove to us that you're doing it, it's not literally going to cost you anything we guarantee it.

All right we're at that point now Mimi Schmidt where I get to pick on you. I'm going to ask for your tip of the week: a website, a resource, a book something actionable for the Art of Passive Income listeners to go and do to improve their businesses, improve their lives. What have you got?

Mimi: Okay I'm geeking out today. I'm going back to my data roots. So I found Zillow has a [research data](#) site where you can download Zillow sales data. So I had gone out there and I downloaded the monthly Home Sales Number and what I found in there if I downloaded by like city inside counties it will tell me how the different areas inside the County are doing whether they are... because some are more popular or selling more than others. So I thought that was interesting when I was looking at new counties and also this is under the inventory listings and sales section there's also the Average Days On Zillow.

So I can download Days On Zillow by county and I found it interesting. I was looking at the average number of days by County and the counties that I am in that were oversaturated the average days on Zillow was over a hundred and the ones that aren't as saturated was under a hundred. So as I'm looking at new counties to go in I was using that based on Zillow is just to check. I can go check, it's super easy, it's super-fast and see how quickly properties are selling in that county in comparison to other counties.

So they're a couple of good metrics in there that I thought were really useful. Even just like in the monthly sales I can get the seasonality for a particular County so when it's fast, you know. So let's say I want to rave up my inventory buying because I know summer in a particular county is hot. So it kind of helps me with those types of things.

Mark: This is really cool. Okay so I'm on the data it shows 'Home Values, Rentals, Inventory Listings and Sales'. Is that where I want to go?

Mimi: Yeah, that section.

Mark: And then go to 'Days On Zillow '.

Mimi: 'Days On Zillow ' and then 'Geography', 'Choose County'.

Mark: 'Choose my County' and I can download.

Mimi: Yeah.

Mark: I guess I'm going to download and then I'm going to open it. This is really great information. I wish you didn't tell Erik about this. This is fantastic.

Mimi: It's got a lot of historical information. So you can see trends. If the inventory is getting heavy and it's slowing down or if it's getting faster right, because the economy is still hot. So that was useful.

Mark: Tate, what do you think?

Tate: I like it. I'm thinking right now it's cool.

Mark: This is super geeky.

Mimi: So of course it has houses in it too but it's going to give you a general trend if an area is hot or not.

Mark: Yeah. I mean I love it. Erik Peterson, what do you think?

Tate: Yeah. You know Mimi told me about this like three months ago so her and I have been using this ever since and it's great.

Mark: Do you have any kind of automation baked in with this? Is there an API or a Zap?

Mimi: I'm not spending that much time on it. I'm downloading the data and it's like a quick reference, like in a checklist of things I do when I'm looking at new counties. I'm not getting lost in the data I promise Scott.

Scott: All right. [00:34:33] [indiscernible] Erik has had it for three months I've had it for five. Mimi showed it to me back last summer. So where have you been man? Tate, how long have you had it?

Tate: A while. It's a cool tool.

Erik: He lost count.

Scott: Tate had it so long ago he's just wondering why we're just slowly catching up.

Tate: I've had it so long that I forgot I had it and now [00:34:56] [indiscernible] with it again and I'm like oh yeah this thing actually is sweet.

Scott: Oh yeah coming back to this thing.

Tate: Yeah, like I'm using this.

Mark: Yeah, it's like on of Daisy's toys.

Tate: Yeah.

Mark: Like she's got so many of them you just forgot.

Tate: They got lost under the couch.

Mark: There it is, very cool. Well I want to thank the listeners and just remind you that the only way that we're going to continually motivate Mimi to continue with these tips of the week is if you do us three little favors: you've got to subscribe, you've got to rate and you've got to review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we're going to send you for free the \$97, *Passive Income Launch Kit* course as well as the latest wholesaling course *How To Double Your Money in 30 Days or Less*.

I really thought today's topic which on the onset could sound a little self-serving because we're talking about our own Bootcamp is really important that we differentiate the myths of Bootcamp versus the reality of Bootcamp and certainly like Scott said, "You don't want to have static information." If you're just sitting there with the *Toolkit* and you haven't come to Bootcamp well the *Toolkit* was recorded at one point in time and all the things that are current in the marketplace we do discuss at Bootcamp. One of the favorite modules is just Mimi's Facebook module because Facebook's marketing is constantly changing and we're constantly receiving that on the surveys along with all the other things that we're constantly improving on and doing. So don't miss out to learn more go to TheLandGeek.com/Bootcamp. All right Tate, are we good?

Tate: We're good.

Mark: Erik, are we good?

Erik: Doing good.

Mark: Mimi?

Mimi: Great.

Mark: Scott Todd?

Scott: We're good Mark.

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

All: Let freedom ring.

Scott: Mark I'll tell you this is the third one in a row we are onto it.

Mark: Scott and I are synched up for sure.

Scott: We are. I got the magic cure for it guys. I figured out how to do, it's only taken four years but I got it.

Mimi: Do tell.

Scott: Okay here's the deal. When Mark does his countdown one, two, three what you've got to do is you've got to bring up another window on your computer so that you can't see his lips. Okay like you can look at his hair, but don't look at his face listen to him as he's doing the three, two, one and just let it go and it will be very natural. It's when we're watching him that it just gets messed up; that's the secret.

Mimi: Okay worth a try.

Mark: Yeah. Oh by the way I finished a great book this weekend.

Mimi: What?

Mark: *American Dirt*.

Mimi: Oh really.

Mark: Oh my gosh; a really, really fun read, a good read.

Scott: Have you watched that movie I told you to watch?

Mark: I looked for it *The Peanut Butter and The Falcon*?

Tate: Oh it's so good.

Scott: *The Peanut Butter Falcon*. Who said that, was it Tate? Was that you?

Tate: Yeah it is.

Mark: Dude it's not on Netflix. I looked for it today.

Tate: Yeah, you have to buy it.

Mark: You have to buy it?

Tate: Well like you have to rent it. It's no big deal for you Mark. It's like six bucks.

Mark: You know what I did rent on Friday was *Parasite*. Holy cow I mean first of all I picked up a lot of Korean [00:38:52] [foreign] but that being said it was really, really well done.

Tate: All I know is *The Peanut Butter Falcon*...

Mark: You leave that movie a little disturbed.

Scott: Yes.

Tate: *The Peanut Butter Falcon* you leave feeling good. It's a happy movie and it's...

Scott: So Tate said that at Bootcamp. Like I got home I'm like ah I don't know and then I'm like all right I'll just go to go with it. Like it is the one movie where I like literally put down the iPad or anything else on the computer and I just watched it and I'm like wow.

Mimi: Wow.

Scott: Then it was over and I'm like, "It can't be over." So then my wife is like, "Let's go to the extra clips or whatever." Next thing you know I'm

watching the backstory behind the movie. I don't do that, like I'm like this is really good.

Tate: It's worth watching, it's worth probably buying honestly. It was that good.

Mark: Is it one like a *Shawshank* like you just watch it over and over and over?

Mimi: It says, "The sweetest dang film of the decade."

Scott: This movie is great and I used Tate's tip of the week just from a few weeks ago the app that says Just Watch - Mark. I just went and looked and sure enough it says you've got to rent it. So I should have looked at that yesterday when I gave you advice.

Mark: Okay no worries. Erik, are you in?

Erik: Yeah. I might have to check it out. Is it kid friendly?

Scott: Oh yeah, yeah, yeah. The kids will love it.

Tate: Yeah, there wasn't anything you know bad about it. It's a good movie.

Mark: Mimi, are you in?

Mimi: Yeah, I'm always looking for good new stuff to watch.

Mark: All right the three of us will watch it and then we'll do our review. We'll be like the Cisco, Niebuhr of Land Geek.

Scott: Okay.

Mark: Although am I the only one that's seen *Parasite*? I'd love to hear what you guys thought of *Parasite*.

Tate: I haven't seen it.

Mimi: I'll watch it too.

Mark: Oh man.

Tate: I know it won some awards. It won an award, right?

Mark: It won best picture, it won best director, it won best screenplay.

Tate: I mean I don't watch those. I don't need a bunch of people telling me what movies I like already. I mean I don't need that but if it's a good recommendation from you guys I'll check it out, *Parasite*.

Mark: Yeah I think there's something to that. I mean not every year does the Academy get the best picture right I agree but it was really good. I know *Once Upon A Time in Hollywood* was great.

Tate: Oh that was fantastic.

Mark: So I don't know.

Scott: You know what movie I re-watched over the weekend?

Mimi: What?

Mark: What?

Scott: *Ready Player One*.

Mimi: It's so good yeah.

Mark: It's so good. I loved it.

Scott: And then they're coming out with *Ready Player Two* coming soon.

Mark: The book or the movie?

Scott: The book.

Mark: Oh that book was so good.

Mimi: So good.

Scott: Apparently it's going to *Ready Player Two* and *Ready Player Three* and I'm sure there will be movies too.

Mimi: Oh for sure okay.

Mark: My top three top fiction books for the like the past two years are going to be *Ready Player One* is number one, *The Martian* is number two,

and then *American Dirt* is number three. But it's a little early to start doing our summer reading list.

Erik: Yeah.

Mark: For sure. All right well thanks everybody and see everyone next week.

[End of Transcript]