



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, Mike Zaino -
ThreeLandGuys.com, and Scott Bossman - Scott Bossman -
LandBosses.com on The Land Geek Round Table

Transcript

Mark: Hey it's Mark Podolsky - The Land Geek your favorite niche-y real estate website TheLandGeek.com. On this week's Round Table, we've got almost all the usual suspects. We've got the 'Nite Cap OG', the 'Dude Buddy', Scott Bossman. Scott, how are you?

Scott Bossman: Great Mark. How are you?

Mark: Great, great. Are you keeping warm out in Wisconsin there?

Scott Bossman: It's been a decent winter, knock on wood. It's been much better than last year. We only had the snow blower out once so we'll see what happens. I don't know the end is in sight right? Daylight savings time is coming. March is around the corner, so another month of snow on the ground, maybe a little bit more and then springtime.

Mark: Yeah, not bad. We got 'The Zen Master' breathe in the mailing, breathe out the marketing - Mike Zaino. Mike, how are you?

Mike: I'm doing well. I'm not going to comment on the weather because I think Scott just sealed the deal. He is about to get just smacked down in a snowstorm. So, no comments on the weather here, but I'm doing great.

Mark: Good to see you. We got 'The Technician', LandOpia.com - Erik Peterson. Erik, how are you?

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

Mark: Good to see you. Then we've got I love it when you call me big poppa, Tate Litchfield. By the way, if you want to know more about Tate, check out L.O.T.S, go to TheLandGeek.com/LOTS. Look over his shoulder; see how he runs his business. Tate, how are you?

Tate: I'm doing well. Happy to be on the podcast today and you know, excited for our topic, honestly.

Mark: I am too. 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 great. I'm doing this specifically only for one person today on the podcast. Everyone else who's listening, you know, it's probably not for you. It's simply for Erik Peterson. A reminder that today's podcast is sponsored by Flight School. Learn how the next 16 weeks can literally transform your life, go up the mountain of land investing, let Scott Todd be your Sherpa. Get up there quickly, safely, efficiently. All you have to do is to learn more, just go to TheLandGeek.com/Training. How about that, Erik?

Erik: Excellent. I should have been taking notes.

Scott: No worries. You've heard it a million times. All right, Tate Litchfield, what's today's topic?

Tate: All right, so today's topic it's a good one. It's a question I wanted to ask all of our seasoned vets on the podcast and if you were starting your land business over today. What do you wish that you knew about the land business...? How do I phrase that? What do you wish you knew about the land business when you were getting started? Like if you could go back in

time, what changes would you have made? How would you have approached things differently?

Mark: Right. So Scott, do you want to sing the song from *Faces*? For those of you who you know watched *Rushmore*, one of my favorite movies of all time, by the way, the song by Faces it goes, "I wish I knew what I know now when I was younger na, na, na, na, na." Okay, anyways, I digress. So, we're not going to pick on Erik Peterson today to go first. We'll pick on Mike Zaino, the 'Zen Master', because I'm nice that way.

Mike: I'm still trying to catch that song. I'm not sure what you're singing I'm going to have to look that up. I'm sure it was spot on.

I guess I'd have to say Tate I didn't realize how quickly this business was going to explode like. It goes like, you know, you're setting things up, getting rolling, all of a sudden it just kind of erupts. I would have been probably a little bit better about organizing things in the beginning, just doing all that kind of just getting all the stuff that, you know, things that happen now... There are things now that I think people maybe I don't know if they take it for granted, but they're very fortunate. We have systems, we have the LG PASS, we have classes and courses on how to do the accounting. I mean all these background stuff.

I just didn't realize how quickly... Maybe I didn't expect to be successful, I don't know if that sounds right. I wanted to pay off my debt but I realize that I was... I've said it before on the podcast, I didn't expect to become like a professional land investor I just wanted to pay off some debt. Then that happened very quickly and then it just kept rolling and it overtakes you quickly and that's not a bad thing. I'm just saying I would have been more prepared. I would go back to myself and say, "Hey, just stay a little bit organized. You know prepare for the fact that this is going to be like really...It's going to just exponentially explode." I don't know. Does that answer the question? I guess I'll start with that.

Tate: Yeah, I think it's really good.

Mark: I think it's really good, for sure. I'd love to know what the 'Dude Buddy' 'Nite Cap OG' wishes he knew when he was younger when he first started the land business.

Scott Bossman: So for me, I mean, there's technical things in this business. There's a mindset thing in this business. I think one of the technical things, you know, when I got into this the mantra was cash or terms, cash or terms, cash or terms. If I had known or if I had maybe been

open to making my money work for me in different ways back then I think I would have been more successful in the beginning.

So not only are there cash or terms sales, but you have wholesale deals, right? You can quickly wholesale to people in the group. I didn't do that back then. But it happens all the time now. You have the ability to sell notes, you have land arbitrage. So there are all these kinds of new ways or I guess ways that are being used more frequently now than were five years ago in the group that I think would have helped me move along more quickly. So the fact that new investors are getting education on this stuff now, especially in Flight School, I think is just absolutely phenomenal.

Then just the mindset thing, just you know, I think I did have faith in the model that it was going to work. But just I guess embracing that discomfort a little bit more in the beginning, instead of being fearful and knowing that I was doing something that was going to change my life.

Mark: Yeah, I know. I mean the evolution of the business from when I started to today with everything you discussed from land arbitrage and just buying notes, different ways to be creative. We didn't even get into like the software and the systems I mean it's night and day. It's sort of like the difference between, you know, say an old 98 windows DOS computer and the Mac Book Pro, right. I mean, that's probably the best comparison I could think of, yeah. Erik Peterson, how about you?

Erik: I think I have two things to note:

1. Coming off of Scott's comments there I think that the idea of selling notes was foreign to me when I started. But also, I wasn't interested in doing it because I didn't want to lose whatever passive I had generated and I talk to the coaching students about this all the time. If you have a full-time job and you're not relying on income from this business, take advantage of selling notes early when you don't have to rely on that income, and you can grow your business a lot faster. So that's number one.

2. Is just working with VAs in general, bringing on VAs to help you with tasks as early on as possible. Back when I started, I think for the first year or so, I did almost everything in the business myself. You know, I just felt like I was the only one that could do it right, the way I wanted it etc. and I think ultimately I was scared to go on Upwork or wherever and hire someone to help me out. I didn't know how to do it, but the sooner you start doing that it's so freeing in your business and it allows you to focus on the business rather than doing the things in the business. It's super beneficial to grow your business and as soon as you get to the point where you can have

an acquisition manager I think that is one of the most important things you can do in this business is get someone helping you with the acquisitions as soon as you can because... I mean it's not hard, but it's the interruptions in the back and forth that it's just kind of a pain. So if you have someone that can focus on that I think it's a great thing to do as soon as you possibly can.

Mark: Fantastic. Tate, do you like that answer?

Tate: Yeah. You know mine kind of goes along the same lines is that one of the things I wish I knew is that there's other people out there who take pride in what they do and that you can afford to hire those people. I wish I'd learned that earlier because a lot of my VAs I've had basically since I started working this business. Now I've had some turnover and people come and go, but I spent a lot of time training these people and getting them well versed in what their specific responsibilities are and they're amazing and their help is absolutely essential to my businesses success and growth. So I agree with Erik.

Another thing I wish I learned was I wish I had spent more time on marketing, like learning about marketing, studying the trends, getting confident talking to people, understanding that I don't have to have an answer for every possible scenario. But I do need to sound well versed in this; I do need to have an appropriate answer or a way to answer their questions without killing a deal. I think I could have learnt these a lot from studying other people and reading more books but ultimately you just got to get out there and cut your teeth. And so I wish I knew a little bit more about that.

Mark: No, I love it. I love it. Scott Todd, what about you?

Scott Todd: I think that the one thing I wish I knew is that I didn't need a lot of capital to do this business, right? Like you do need capital, don't get me wrong, you need capital. But at the same time, like I started with \$10,000 of capital, and in doing so many deals, I think that you kind of understand that it is possible to start with less capital, right? Like we talked about land arbitrage you know, and that's an opportunity pick up land and control the land for even as low as like \$100 down. So there's that opportunity.

There's ways that you can get into this business without having to have a lot of capital. Then like what everybody else said it kind of compounds on it. So can you pick up a property through land arbitrage? Sure, you can. You can pick that up and you can go out and you can sell it and you can create a cash flow. You can then do it, you create a cash flow and then you do what

Erik Peterson said, which is you take the cash flow note and you go and you sell the note. Now you have cash on a note that you've created and then you don't even own the land underlying it. Why? Because you sold a note, it's a different thing.

So like, I've never seen anybody compound that series together. I'd love for someone to do it, I can help them do it if they want to do it. You do this, then you do that and boom, next thing you know, you've got cash in your bank account where no cash existed the day before. If I had to start all over in this business with no money that's exactly how I would do it too. So I think that a lot of times people may be delay things or they say, "Well, I don't have money." Well, you don't need a lot of money. What you need to do is you need to hustle, get the deals, sell the deals and next thing you know, cash will come to you.

Mark: It's so true and really that's what we're doing. That is in a nutshell the business. We're buying an asset 25 cents - 30 cents on the dollar. It doesn't matter what asset you buy we just happen to like this asset of raw land because there's nothing to maintain, nothing to protect. It's pretty much headache free, no one's calling you at 3:00 in the morning saying, you know, my roof is leaking on your raw land or my land is leaking kind of thing. It's just this incredible asset that's just headache-free and cash flows.

Tate to answer your question, I know I've talked about this on other podcasts but I wish I had you guys when I first started. Not that I wasted five years of my life trying to figure this out. I don't consider it a waste because there was value there but I definitely know that I could have smart gutted it if I had a mentor who could just say, "Oh, yeah, I've had an experience here. You're doing this wrong, this wrong, this wrong." I mean, oh my gosh, if I had just an hour coaching call with any of you, you guys would be like "Yeah, Mark, you don't have a business you have a job. Better job than you had, but it's still a job."

It took, you know, five years to build systems and to build the infrastructure and get myself out of the business so that I was, you know, really automated and in a machine so I could grow. I mean it took a long time for me to figure that out simply because I didn't have a mentor. Then the mentor that I had was a business mentor. He wasn't a land investor. I literally could have avoided million-dollar mistakes. So I'm not mad at you guys that you weren't around. Maybe Erik, but other than that, I mean not really mad it's just, I'm kind of regretful. It's like wouldn't have this been nice?

Tate: I was in middle school. What do you want for me?

Mark: I bet you were the kind of middle schooler Tate that like responsible.

Tate: Yeah. I came home, did all of my homework, had a healthy snack, typically carrots and an apple. Then I went to bed early didn't watch any TV before bed either.

Mark: See, I could have learned something from you, for sure. Well I think it's a really great topic and certainly the listeners can really smart cut their own journeys by learning from our own sort you know, wistful regrets of what we wish we knew now when we first started so that they don't have to wish and can start implementing it. I think what Erik mentioned, you know, in the beginning, if you don't need the income, you know, you don't need a lot of money.

Like what Scott Todd said, like, there's so many creative ways land arbitrage and just smart cutting it. I mean, there was no Flight School around a few years ago. That alone is just a tremendous way to get started, where you don't have to try to figure this out through trial and error or just get out of your own way you have to execute in real-time with Scott Todd, leading you and guiding you. I wish I had that even.

Scott Todd: You know Mark we don't really talk about this a lot. But the thing about Flight School is that Flight School just wasn't like created, right? Like Flight School was in fact, cultivated from experience of watching people struggle, and figuring there had to be a better way. You know, you and I, we talked about Flight School, even though we didn't have a name for it. We talked about it in like 2015 if you remember that and we stood there. What we imagined is that there would be this program that people could come into this program and we could show them how to mail their offer letters, right? Like, live in real-time. It was real-time execution is what we called it.

It's really cool to look back at Flight School and see how it's evolved into kind of what we envisioned but also it becomes the cornerstone of education. Like I can tell you that there are people that are doing well, in this business. There are people that are talking about this business they've all gone through Flight School. It's amazing to see that this is the cornerstone training program for the land investing community. It's really cool.

Mark: Yeah, I know it absolutely and, you know, we're all like land investing OGs like Scott Bossman. I mean, you know, Scott and Mike and Erik, you guys would have been even further ahead if you'd had Flight School when

you first started. Instead of, you know, just going straight to one on one coaching. Mike Zaino?

Mike: Yes. You know I imagine someone out there right now listening to us because I think it's the case someone that hasn't stepped into this yet, right? They're thinking about this as something to generate some passive income. You know Scott Bossman and I have very, fortunately, talked a lot of people when they come into this business model or they're thinking about it, you know. I always look at it like three steps one that like they have to figure out does this even seem like something that they... I always say this thing to you. Is it something you could see yourself doing? Does it seem like enjoying it? Then it becomes do you know, like, and trust us?

I think that's what this is really great when we get together and talk here. I think people get a real sense that there's, not to burst anyone's bubble, but there's nothing really unique about us. We're just following a recipe as Scott Todd talks about. So they hear that, they know, they like the fact that you know, we take our business seriously ourselves not so much as you can see sometimes. So you put that together, you know, you have something that sinks to you, you really think wow this could be a great and then geez I'd like to learn. Then you find out that yeah you can; once you know us you like, and trust us because we're just average people that follow a recipe and we stay consistent with it.

Then it becomes, okay, how are you going to learn? That's where, you know, we're talking about this Flight School because seen a lot of people, had the benefit of talk a lot of people and learn from their experiences and just talking to the people that want to blaze on their own. You know there are some people that can do that. But more often than not we see them develop this paralysis by over-analysis which you've identified over the years.

I think that jumping in with the two feet, you know, and taking this full-on. If you know, it seems to you and you know, like, and trust us well, Flight School, it's just amazing. To see the transformation of people as they go through this. And I always say I think there's you know I don't talk bad about anybody else out there but I say what's unique about us is we talk about other people's successes. We talk about the people that have come through our programs, and I replace their income, solve the pain point in their life, myself included \$40,000 in debt gone in a year. All of us have these pain points.

So I know someone out there is listening to this, Mark. I believe in transparency and honesty as we all do. Listen, if this sinks to you and you're

starting to get a sense that you can know, like, and trust us, take that step, like believe in it and I'm telling you it can change your life.

Mark: No, it's so true. You know, I know a lot of people are skeptical out there, which is why we have the one guarantee to rule them all because I love the idea. Like, my son's taking economics class right now and I'm paying his tuition. There's no guarantee he's going to go out and get any ROI on that class whatsoever. The professor could suck, maybe he's, you know, not learning it and there's no Office Hours or whatever it is. We guarantee your tuition it's like Flight School tuition is not going to cost you anything, Investor's Toolkit is not going to cost you anything. You're going to make back that money. Just show us your work, show us you're putting in the effort, that's it. We guarantee it. 180 days most people do in two months.

That's really what I think sort of is the mic drop on all this is that we've got skin in the game too. I mean, as much as I like to haze Scott Todd, you know he's really a teacher and a professor at heart and he cares. It's not like you can go into this big lecture hall, and you invest all this time and money and no one knows if you're getting it or not and there's no guarantee. What do you think Bossman?

Scott Bossman: All those things are very well said. I can't say enough about Flight School and the teaching of Scott Todd. He was my teacher and look where I am today. So, I think we're all indebted to him and you Mark and just, you know, the people on this call and the community is phenomenal.

That's the other thing is this community I mean, you know, I see and I know you guys see it too, the sage advice that's being given in our Facebook group and in our [00:23:21] [indiscernible] network group by people who are now becoming veterans. I just mentioned it the other day, like John Burnett, when you see him talk in the Facebook group he's always got amazing advice for new people. I just love that about our community as people are just so transparent and so giving of their knowledge. Because, I mean, this market is so huge that nobody's afraid to share that info. So it's just a combination of all these stuff that makes it all come together to be larger than the sum of its parts.

Mark: No, absolutely. I mean, yeah, exactly. I wish when I started I had more of an abundance mentality just for myself. I think that if there was a community like that when I first started, I mean, oh my gosh, things would have been so much easier, just the collective intelligence of that that community it's priceless really.

So, Tate to sum up, I thought it was a great topic and I appreciate everybody sharing what they wish they knew when they started the business. And again, a great song by 'The Faces' is one you should listen to on any of those fine music subscriptions. I'm personally you know, Apple Music, but I'm sure there's some people out there that might do Amazon or Spotify. I don't know does Microsoft have a subscription service for music?

Mike: What's the name of the song by the way, can you say it, again?

Tate: I wish I knew what I know when I was young.

Scott Bossman: I thought it was an Elton John song but I'm wrong I guess.

Mike: I think I found it.

Mark: Did you find it? It's *Faces*. I know it's on the *Rushmore* soundtrack. It's an older song.

Scott Bossman: It's a great movie, *Rushmore*.

Mark: That really is a great movie isn't it? I love it. Is it in my top 10? I don't know. It's one of those movies where like when it's on cable like *Shawshank Redemption* I have to watch it. I'm looking it up right now.

Mike: Rod Stewart.

Mark: It's Rod Stewart.

Tate: Oh, man, does that mean we have to re-record the whole podcast?

Scott Todd: No.

Mark: I don't think so.

Mike: I'm not a Rod Stewart fan but I don't know a fan or Rod Stewart.

Mark: But it's not Rod Stewart it's Rod Stewart in *Faces*.

Mike: Oh, he's in *Faces*? Okay. I didn't that.

Mark: He is in *Faces*, yeah, and it doesn't really sound like Rod Stewart sounds like one of those...When you listen to it, you'll see. Just trust me. It's

a great song. I don't know. That could be another topic as well, some of your favorite songs.

Anyways, I want to thank the listeners just remind them if you're getting value from the podcast, the biggest favor you can do is just do three little things you got to subscribe, rate, review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com. We're going to send you for free as a thank you the \$97 *Passive Income Launch Kit* course as well as the new wholesaling course *How to Double Your Money 30 Days or Less*. Again, learn more about Flight School just going to TheLandGeek.com/Training. Schedule a free strategy call. All right gents, we ready to do this?

Scott Bossman: Do you want a tip of the week?

Mark: Oh, yeah, I forgot about it. You know, and Mimi's not here I just completely forgot about tip of the week. So we're at that point now Scott Bossman, we're going to ask you for your tip of the week: a website, a resource, a book something actionable for the Art of Passive Income listeners to go improve their businesses, improve their lives. What have you got?

Scott Bossman: All right, hopefully, this tip hasn't been brought up in the past if so it's a long time ago so it will be a refresher. But I got an email message from a prospective customer asking what the Bortle scale was, where this particular property was. Bortle scale, I had to think about that for a minute. Okay, that's what light pollution. So I emailed him back I'm like, "Where might I find this information?" You know there's a great website you can go to LightPollutionMap.info. You guys know about this? Is it an old tip?

Tate: No.

Mark: No, this is new.

Scott Bossman: Okay, awesome. So any way you type in the location anywhere you know. So if I have a property in Cassia County I put in the coordinates or the location and you can see what the Bortle scale. The Bortle is anywhere from one to nine. There's a different scale on the site but if you look up Bortle scale on Wikipedia it will show you how to convert that. But anyway, the darkest areas on the map obviously are the best areas for no light pollution. So, you can use it as a marketing tool for your stargazers out there which I thought was kind of cool.

Mark: Nice, very cool. I love that.

Scott Bossman: Yeah.

Mark: Scott Todd, are you a stargazer?

Scott Todd: I am not a stargazer

Mark: Erik, are you?

Erik: I'm not.

Mark: No. Tate?

Tate: You know, I think it's interesting, but no, I'm not very well versed when it comes to astronomy.

Mark: Zen Master?

Mike: I don't look at the stars. I do listen to a lot of people talk about them, but I don't look up. Does that make any sense? That sounds funny, but no.

Scott Bossman: You don't see them out there in the East Coast.

Mike: No, no, we do. Come on.

Tate: Zoom out on the map on the United States if you do that, that's pretty interesting to see where a majority of the light pollution is.

Scott Bossman: Yeah.

Mark: Yeah, I'm not a stargazer. But I think it's cool. It's not that I wouldn't want to be, for sure. All right, well, I want to thank the listeners again, and of course, Scott Bossman for stepping up and filling Mimi's large shoes to fill with the tip of the week. All right, are we ready to do this? One, two, three...

Mark: What's the technique?

All: Let freedom ring.

Mike: That actually works.

Scott Todd: You guys did not do what you're supposed to do some of you.

Tate: I closed my eyes.

Mike: Oh, that's what. I couldn't figure out what we do?

Scott Todd: You block Mark on the screen or you close your eyes either one it still works.

Mark: You know we were talking on Voxer this weekend. Should we even mention it because Mimi's not on? I feel like we need Mimi on the podcast to discuss it.

Tate: Save it.

Scott Todd: I think we ought to save it, Mark.

Mark: We will save it. We will save it. But 'Ooh, La, La' is the name of the song from Faces', a big shout out to Erik Peterson for finding that. Erik, have you heard it?

Erik: Yeah, I've heard it.

Mark: Do you like it?

Erik: I did not know the name of it. I had to search and figure that out but I've definitely heard it.

Mark: Okay, cool. Tate, what music are the cool kids listening to these days?

Tate: I don't know. Do kids listen to music or do they just listen to podcasts nowadays? Hopefully, they listen to us.

Mike: They listen to snippets of music on that Tick Tock thing like. So they have [00:31:13] [indiscernible] then they dance to it. It's very...

Tate: Justin Bieber right?

Scott Bossman: There are no songs anymore. There are just 10 seconds snippets. They just go from one to the next to the next to the next. There's even... yeah.

Mark: Like my children literally have the attention span of a ferret on double cappuccino. Like, I'll be in the car with my daughter, no this is a true story, we will be listening to a song and it'll be a song I like and she's like, "I got it." Like, she'll just go on the next song but I want to listen to the whole song. She's goes, "No, it's okay, I got it. I got the parts that I wanted to

listen to." She's that TikTok generation. I don't know if she's ever listened to a full song. She can't stomach the full two and a half to three minutes when the 15 seconds would suffice.

Erik: That's a good point.

Mike: It's true.

Mark: So I don't know, any parenting advice? Should I have her do like a meditation or a meditation retreat, work on attention?

Mike: I saw something where they were saying that this generation is actually going to be more productive because they can, "multitask". They can do multiple things. So I mean, there's a negative and a positive, I don't know. They're like going to have the ability to do more. I don't know. Anyway, just another possibility.

Mark: Is that really true, Mike?

Mike: I did read that. I'm not sure it's true that they can. But I'm saying I did read someone make that point that they're able to have fractured attention but be able to use that in a successful manner. Does that sound right?

Tate: It sounds like a 16-year-old was probably trying to convince her parents of that? "Hey, no dad, I listen, I'm going to be smarter than you. Why? Because I can watch TV, text, do a TikTok and my homework and meditate all at the same time."

Mark: I'm pretty sure that the human brain can't multitask. I think I've read the neuroscience on it.

Scott Bossman: We're evolving.

Mike: I'm not standing behind it. I'm saying I heard it - food for thought.

Mark: Okay.

Erik: Everything you read on the internet is true, Mike.

Mike: Well, yes/no.

Mark: Scott, is that a cat on your lap?

Scott Bossman: Yeah, it's a cat on my lap.

Mike: Everybody needs a lap cat. I want one.

Mark: Wait is this a new Bossman member?

Scott Bossman: No, she's been around forever. She crawls around on my desk during the podcast and I just thought I'd let her come on over.

Mark: Gosh I feel like we've been making fun of Tate for years about having cats.

Scott Bossman: I know, right?

Mark: You've been kind of quiet about it.

Tate: He never has made fun of me I will make that known. He kind of silently had my back, I guess.

Mike: This is a great topic. He's got a lap cat. We talked about spirit animals but like what kind of land animal would you have in your office? Like I'm wondering about all of you now and myself probably too but he's got a lap cat I don't know maybe like a... What land animal would it be, Mark? What do you have in the office to keep you centered?

Mark: I mean, honestly, I think about this all the time nothing trump's a dog. You know, there are lots of animals out there and they all have their positives, but nothing's better than a dog.

Mike: I'm not sure everybody agrees with that.

Tate: I would have picked you more for like a hamster guy.

Mark: Don't get me wrong I'm not offended. We've had hamsters, we've had the guinea pig you know and there's nothing wrong with it. It's just nothing beats the dog.

Tate: I don't know. I got my two desert tortoises that are hibernating in my office right over here behind me.

Mike: That's cool like a land dragon.

Tate: They're pretty awesome, yeah.

Mike: Like a bearded dragon on top of your computer. That'd be pretty crazy, right? Just sitting there you fall asleep it can smack you in the head with its tail wake you up.

Mark: Yeah, I mean, the desert tortoise will take about three days to then greet you at the door.

Tate: Well that's the best part.

Mark: To like happily greet you at the door.

Tate: You know they got good personalities. I don't know if they necessarily love me but they're good animals, right? They've been asleep for four months, low maintenance. You can't beat, right? They're not loud, they're potty trained. I don't know. I feel like I'm winning this conversation.

Mike: Scott is probably with an alligator because he's in Florida like a land gator in the back just hanging out there

Mark: Look at Scott is shaking his head.

Scott Todd: No comment.

Tate: Scott where is the video?

Mark: Scott Todd has 15 dogs. Scott how come you're not jumping in on the dog thing?

Mike: 15?

Scott Todd: No, no that's not true. We don't have 15 dogs.

Mark: It seems like it.

Scott Todd: Don't spread fake news. No, we only have two dogs. I mean, we had three; one went to heaven, a couple of weeks ago. Now that you're bringing it up it's bringing tears.

Mark: Peace.

Mike: So if we said dog versus cat you'd say dog as well Mark you'd say dog clearly?

Mark: Well you know what, I think what Scott just said really it's like that's that ends the argument. Because I cried like I've never cried before when my dog recently passed away. But the hamster - nah, not so much, you know? No tears were shed. I mean the desert tortoise I'm sure it'll be a loss. You're not going to shed a tear, Tate.

Tate: Yeah.

Erik: They're going to outlive Tate. What do you mean?

Scott: He's going to go first, man.

Mark: Well, that is true. That is true.

Tate: These are getting willed. I'm going to have to set a trust fund for these two.

Mike: Don't let them define your taste. It's okay to be emotional over a turtle or a tortoise or a hare, whatever that is. Don't let them define you. You can get emotional over some sort of animal like that.

Tate: Yeah, yeah. I will. I will.

Mike: If you want to cry about that, then you cry over it.

Scott Bossman: They are going to live longer than you anyway, Tate.

Tate: Like I said, they're going to be trust tortoises - trust fund tortoises

Mark: I mean Scott will you shed tears when your cat passes away?

Mike: He's on his lap Mark. You can't say that.

Tate: Yeah.

Scott Bossman: Honestly, we have a dog as well, but I would have to say I don't know I have a soft spot in my heart for the dog. But it kind of depends on the cat. Like we have a couple of cats and cats you know, they're a little different. So, they all have their own different personalities so if one goes before the other one, I don't know

Erik: How is that possible?

Scott Todd: They have nine lives.

Scott Bossman: Yeah true.

Mike: Cats bring gifts like little animals, like birds, they bring gifts. What do dogs bring? They don't bring anything.

Erik: Some bring gifts.

Scott Bossman: Oh yeah, dogs bring gifts squirrels and...

Mark: What's that great line from *Meet The Parents* where Robert De Niro is like hazing Ben Stiller for preferring a dog over a cat. Do you remember that? It's a great monologue where De Niro you know lights into him. He's like, you know, so I guess you prefer an emotionally, something animal. He is like a cat makes you, you know, work for it's love kind of thing.

Scott Bossman: It's a great movie.

Mark: It's a great movie. All right, Scott Todd's given that look like really you guys are going to go there now? He can't wait to get to his Microsoft Surface and enjoy the rest of his day.

Scott Todd: Well, I mean, the Surface does bring joy. I mean, listen if I'm going to look forward to using a computer.

Mark: But it works.

Scott Todd: Yeah, I'll try it, it works all the time.

Mark: When it works.

Scott Todd: No, it's not when and it's not if. It just works right, like it's just there present. If it brings me such great joy to use, I mean when was the last time a piece of technology brought you joy? Mine delivers every day.

Mark: Can the Toto Washlet be considered technology? That brings joy everywhere?

Scott Todd: What's that?

Mark: The Toto Washlet?

Scott Todd: Oh, no, no.

Mark: It's technology.

Mike: Is that a toilet?

Scott Todd: Listen, a toilet does not...

Mark: It's a Japanese toilet.

Scott Todd: If the toilet is bringing you joy, I'm speechless.

Tate: I think it's time to end the podcast now.

Mark: Thanks, everybody.

[End of Transcript]