



THE LAND GEEK

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, 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 Round Table we've got the usual suspects besides the 'Zen Master' Mike Zaino. We have the 'Technician' Erik Peterson. Erik, how are you?

Erik: I'm good, here all is well. So yeah, no complaints.

Mark: All right fantastic. We've got the 'Nite Cap OG', 'Dude Buddy', Scott Bossman. Scott, how are you doing?

Scott Bossman: I'm doing well. Mimi tells me I have redehyes I'm not sick. I'm just you know a little too much whiskey last night; no I'm kidding. No redehyes at all I'm good. I'm doing well.

Mark: All right, great, great. We've got the most feared woman on the planet Mimi Schmidt, the 'Terrorist Hunter'. Mimi, how are you?

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

Mark: I'm surviving. The kids are at home are taking online classes now that's good, keeping them busier, getting walks out, self-care, it's all good, eating right, I can't complain. The 'Big Poppa' with the two youngsters. How is it going Tate Litchfield?

Tate: Ah good. My eyes are red it's not because of the whiskey it's because of sleepless nights but other than that things are going really well in our house, we can't complain, everybody is healthy and like Mark alluded to we're getting to spend a lot of family time together, it's really wonderful.

Mark: Isn't it wonderful. Speaking of family time the Todd family: the family that flies together, stays together Scott Todd from ScottTodd.net, LandModo.com, and if you're not automating your Craigslist and your Facebook postings, PostingDomination.com/TheLandGeek. Learn anything about anything InvestorNinjas.com. Scott Todd, how are you doing?

Scott Todd: Mark, I'm great. There's a video circulating around about... I think Tate sent us maybe you should share it with this video about you know like for the quarantine you have a couple of choices a) You can stay at home with your wife and kids or... and the guy goes B, B before they even tell him what B is. There might be people feeling that pain right now and maybe Tate you should share that video. Tate, make sure that Danielle has it to share with this podcast because I think it's really like...

Tate: Sending it now.

Mark: Yeah. We were going to talk about how we're doing with you know the quarantine, the coronavirus but you know we were all kind of agreeing, we are all getting coronavirus fatigue so let's not talk about it. We all know what's out there, there's not much more to add except to say you know it's this too shall pass and certainly like all things it will so which is one of those things. But I thought Erik Peterson we had an interesting topic you wanted to discuss. What's on your mind?

Erik: So we're going to talk about just market flexibility today. So really what that comes down to is how do we know when to adjust our pricing in an area either on the buy side or on the sell side and what steps are we taking in order to kind of keep an eye on that.

Mark: Yeah absolutely and I'm really trying to use a lot of self-discipline and not make you the host Erik Peterson because I have to publically just come out and say what a great job you did hosting the Round Table two weeks

ago but I can see on your face you don't want me to do that. So I will then lead with the next question which is Erik Peterson what types of flexible maneuvers are you looking at currently doing in the current marketplace of where we're at with an uncertain economy going to the next few months?

Erik: So I think in general you want to keep an eye on your comps in the areas you work in. Whether we're in the midst of a quarantine or you know in the midst of good times it doesn't matter when but I think it's important to watch your markets on a very consistent basis because as pricing starts going up or maybe coming down you should be able to swing with that and make sure that you're buying for the right price with the end in mind. So what does that mean? Well I think you know it means checking your comps may be a little more frequently and you know determining if you're in line with the other sellers out there and what properties are being bought for, so that's kind of the first piece of it I think.

Mark: Are you contacting... By the way I think if you're in a County now that is not online getting comps can be taught you can't call the county they're not there. So Erik what do you do?

Erik: So that's true but I think that if you're in an area and you've been working in an area for a while you probably know who else works in that area, there's probably at least a handful of other land sellers that are working in that area. So I would advise you to be watching what they're doing, watching when their properties are selling you know if you can figure out what they're getting for them that's helpful. But you know sometimes you have to be a little creative with how you find those actual sold comps and it's definitely not always easy but that's probably one of the best things you can do is just follow other land sellers and watch what's going on out there.

Mark: Okay great, great. 'Dude Buddy', 'Nite Cap OG'; Scott Bossman what maneuvers are you taking right now in this current market?

Scott Bossman: Well I think right now there's a little bit of speculation as well as far as what's going to happen with being able to buy property. So I might get a little bit more aggressive on my offers right now depending on the area. I don't really know what to base that on, you know. I'm thinking maybe if I'm making an offer of \$0.25 on the dollar maybe I'll shoot for \$0.20 on the dollar and see what happens and kind of slip test the market a little bit.

So I think we're going into a time where maybe there is a little bit of speculation. I think a number of months ago what I do is I look at comps

like Erik said and I also enjoy getting offer letters in the mail from other land investors. I got one from Erik Peterson recently actually and he offered what I would've offered for the property I'm like I'm right on with this market analysis thing. But every once in a while you get an offer from somebody, and this does not happen very often by the way, but it's just interesting to see what offer other land investors are giving you on your property and you can kind of gauge from that if it happens often enough, you know maybe I should adjust my pricing or wow that person just did not do their research whatsoever and I'm comfortable continuing with what I'm doing. But that being said and I know Scott Todd talks about this a lot you have to be really careful with your numbers because if you're mailing to an area \$0.50 on the dollar you're going to steal the market and that's going to have an effect on the rest of us as well.

Mark: Yeah. Mimi has a great story about that. Mimi Schmidt what kind of maneuvers are you making right now as far as being flexible?

Mimi: I do this and I tell my students to do this too, subscribe to all wholesale lists out on the Facebook groups because if you see upward pressure on the buy side through those wholesale leads that's a great indicator that the prices are going up in an area. I've noticed over the years that the buy side always seems to go quicker than the sell side which hurts, it squeezes my margins but I always look at Land Modo to see if there's upward pressure on the sales prices.

I do have a good story. I got an accepted offer and I called the guy he owned a group of properties. I told my intake manager just to buy them all and he said that he's sold one of them and I sought out that property. I looked at who bought it, I looked up the LLC, I Googled the LLC I saw that he was selling the property out on one of the lands platforms. He had bought it for way too much and was selling it for so little that his payoff was going to be 31 months and the way that we do things or we teach to do things you want to try to get your money back within that first year and have at least a 70% return on it. I told myself, "Hey what are you doing?" This is hurting the market you know overpaying for it on the buy side. So I think it's important to pay attention to what the wholesale prices are, what properties are being bought for in your area.

And as for my mailings I'm definitely going to start putting some lower prices in there. Not everything right but as I split test and send a mailing out with maybe four or five prices I will have something a little lower just to see what kind of response I get. So I'm watching that.

Mark: Yeah, I know and I really like the idea of subscribing to all those wholesale groups and getting a gauge that way. I think that's a really great way to get that data very quickly as opposed to you know just contacting the County Assessor and doing the analysis. That's a fantastic tip. That could actually be the tip of the week Mimi.

Mimi: All right.

Mark: That right there. I'm not going to give it to you I'm just saying it could be.

Mimi: Okay.

Mark: The 'Big Poppa', 'I love it when you call me Big Poppa'; Tate Litchfield, what you doing to be more flexible in this uncertain market?

Tate: You know it's tricky to say because honestly right now I haven't seen a whole lot of changes right it's kind of business as usual and so if you were to ask me today if I was doing anything different my answer would be no. I'm staying the course, I know my numbers and I'm not making any changes, no exceptions because I haven't seen a reason to make changes yet. Now assuming I were to see some reasons yeah I'd probably get a little bit more aggressive with my pricing, lower it a little bit, but for the most part you know my buyers tend to buy property because it's irresistible.

Mark: That's a really good point up there.

Tate: It's irresistible and they can afford it.

Mark: Yeah absolutely.

Tate: So I don't know Mark. I mean should I be getting more aggressive? I don't know, time will tell but as of right now we're doing what we know, we're sticking to the numbers that hold true to us, we're hitting our margins and we're not panicking, we're not freaking out, we're just doing what we normally do, it is business as usual for us.

Mark: Yeah, I know absolutely and you know we're all so blessed and I know we're all so grateful that just the way that our businesses are built because we're not brick-and-mortar, because we're a 100% virtual, we're sort of well positioned in this economy and then we have a commodity, an asset that is a real asset. So we are not looking at it on a day-to-day basis like the stock market and then obviously where do people go when paper assets go down? There's a flight to real assets: land, gold those types of

things so we're really well positioned. But I'd love to know what Scott Todd, the human Yogi, is doing to show his flexibility?

Scott Todd: You know Mark like Tate business as usual, not really changing anything, our offer prices remain the same for right now, I'm not getting aggressive with it. I do think that people might need some money but ultimately we're staying the same and we're not trying to gouge people in terms of using this situation to get a lower price. I mean maybe I'm going to overpay I don't know I kind of take a different track on it simply because of the fact that I know what I'm still selling this for.

I think it was Mimi that said that sees that sometimes the buy pressure goes up but the sell pressure doesn't go up, right. Like you have the sales price - the retail sales price remains the same but then you see the land going up and you know I struggle with this because I think what happens is we become scared to kind of raise our prices on some of these properties because we're like oh men I know they sell really good here at this price point and they sell really good at you know \$10,000 or whatever but yet we might be buying them for more but we're not moving the sales price up and you know it's okay to move the prices up. If you're paying more for the properties you still need to make more, right, like that the way the world works.

I mean if Walmart is buying Aspirin for I don't know \$3 today and tomorrow it costs \$4 but they're selling that \$3 Aspirin for six tomorrow they might sell that Aspirin for 8 if they have to pay 4 for it. Like they still have to maintain the margins along the way because they have to stuff to operate and I think there's nothing wrong with that but ultimately what it takes is it takes somebody saying it's okay. Like the land is costing more now and I'll tell you what I fought my own sales team on this. They were like, "No, we can get it." And finally when I sat back and I'm like couldn't get it, go do it. Guess what, we started selling properties that I was literally selling properties for you know like \$6000 back in the day. Like four years ago I was selling some of properties for \$6000 because I knew they were getting 12 for it and I can't even fathom how they're getting 12 for it but it's me getting out of my own way that's what scores man.

Mark: Yeah. I mean we were on a podcast the other day and the guy was like I took a year off or three months or whatever it was. He's like and my business shot up 100.2% and I joked whenever I take my July off business always does better. It's so true like we do get in our own way and I have talked about being trapped by expertise and thinking that you know the market but the maddening thing about land and the great thing about land is its an inefficient market and truly it's what a buyer and the seller agree to

and you have to be flexible on the buy side and the sell side I think. Scott is that the moral of the story?

Scott Todd: Yeah it is.

Mark: Okay fantastic. So I'm going to do a quick update from the Frontier side of it. As of this recording on Thursday, March 24 we have not had one note default. We had a bunch of notes payoff, not payoff but just people making their monthly payments, no issues, no emails. We have personally felt no sense of fear or panic within our note portfolio yet. Erik Peterson, what about you?

Erik: No, I haven't had any fall off but there is one I'm watching, actually you just made me think of it, so I was checking it as you were talking that they've been delinquent for a little bit so chances are they probably will default but I'm not going to tie that directly to our current situation. That's something that's been building over time.

Mark: Okay. Scott Bossman?

Scott Bossman: Yeah, same thing. I have two on the verge but they're at the end of their 60 day default period so I'm thinking their troubles may have started a few months ago or they decided they didn't want the land a few months ago. So yeah no defaults because of this current crisis and actually as far as sales go we had a great week last week, a cash sale yesterday so no change in the sales here in the last week.

Mark: All right. Terrorist Hunter?

Mimi: I had one default in the beginning of the month but not situation specific everything else is normal.

Mark: All right. Big Poppa?

Tate: I did get my first email this morning from somebody they have been paying with us since 2016, they have a \$200 a month note that paid for the property now multiple times over and they owe about \$5000 left on their note and she asked for reduced payments for 60 days because she lost her job. So she's going down to 50% payments. I said no problem, absolutely, happy to help you when I can but the important thing is she's going to a reduced payment, it's for 60 days and after that you know we're going to bump it back up to usual and she was so grateful. I feel like a good person, we look like a good guy and it's you know the right thing to do.

Mark: I love it, I love it. Scott Todd, how about you?

Scott Todd: The only situation I had was I sold a property in February to somebody and they both, him and his wife, worked in the hotel industry and they called us and said that they love the property but they can't make their payment because they are not working right now and they asked for a one-month foregone if you will and I'm like, "Well c'mon it's the first payment. C'mon you've got to like step up, right." And we're like look, "Can you just make any payment." They're like, "We don't have a job at all. Like we both had good paying jobs and now we're both jobless. So we're hoping it comes back." And I'm like look we're letting you skip once month because you're calling me I'm going to let you skip one month but really the rule for us that we've talked about is just can't have everybody skipping payments, right, that's a disaster for everybody.

So there is no skipping payments that's like the only one we're going to do or extenuating circumstances but for... and the only other logic behind that is look they're still within the 90-day money back guarantee. So you know I don't necessarily want to like give their money back. I'd rather like let it go and see what happens. I might just have to give them their money back who knows but essentially the rule is that we will reduce payments up to 50% for a very short window but we can't skip payments. Like if I skip a payment well then my mortgage company is not going to let me skip payments, right, it has a domino effect, we're all in this together. So you can reduce but just can't everybody skip a payment this just doesn't work that way.

Mark: Yeah I know absolutely. So well I thought this was a really great podcast and it's great not to sort of put any more fuel on the corona virus fire because we're all kind of sick of it now, I know I am. Erik, are you sick of it?

Erik: Yeah. I'm ready to move on.

Mark: Yeah, overhead fatigue. Mimi, are you sick of it?

Mimi: I love having my kids around, I'm digging that aspect of it, but I am a little worried I don't have enough food. So we'll see.

Mark: Those teenagers yeah I feel you, I feel you. Scott Bossman, how about you COVID fatigue?

Scott Bossman: Of course yeah. I'm down to reading or watching the news once a day it's so depressing and otherwise just trying to stay busy and keep the kids busy I think that's a challenge. They're home schooling and

superintendent or the principal said they would have 3 to 4 hours of work a day – well that's just not the case. They maybe have 30 - 40 minutes a day because I mean they are bright kids and they work quickly and then what? So we're trying to keep them busy.

Mark: Yeah. I've been working out with my kids and I find that they work out too long and too hard for me so there's been a lot of old man jokes floating around the house now that's always lovely. Tate, how about you?

Tate: Yeah, you know I'm in the same position as everybody else. It's interesting though I was riding my mountain bike Saturday I think it was and I've never seen so many people on my mountain bike trails as I have like that day, it was insane. It's like hordes of teenagers, like roaming packs of teenagers just all over the place. I'm like, I kind of liked it when you guys didn't come outside because now the trails are busy, there's people all over the place and I feel like I'm going to run into somebody. So go back to your iPads, go back inside.

Erik: They're going to cough on you Tate.

Tate: They'd have to catch me Erik.

Erik: Going the opposite way.

Tate: Yeah, now that's the thing like...

Mark: Oh we lost Tate there. At least... there he is. Tate, you've got like 'Bear Land' Aaron Wi-Fi now.

Tate: It's everybody is staying home I'm sorry guys, anyways yeah.

Mark: Yeah, no worries. Scott Todd I mean for you this is just an opportunity to be the guy with the Navy seal you are: air, land, sea.

Scott Todd: I mean I haven't gone on the boat. I mean I guess I could they've closed the beaches in Florida but I mean technically I'm not going to the beach I'm going to have to go on the beach. You know the plane is actually been in the shop for a week and a half now getting some new instruments and it was supposed to get out this afternoon like literally like should be any minute now and if that's the case then tomorrow I'm supposed to fly it to another maintenance shop where I'm having a new autopilot installed.

Mimi: Upgrades wow.

Scott Todd: So it's like grounded right now in a way. So you know it's been a little tough, the hangar is empty. I'll tell you what though Mark the other day I couldn't take any more of being at home so I went, got into the car, I drove to the hangar you know it's not like the coronavirus is hanging around the hangar. So I went in there and I was in there for a while and my wife is like, "What did you do?" And I'm like I sat there like I don't know it's an empty hangar, it was so peaceful. Not that the house isn't peaceful, I'm getting a little paranoid here, but it was peaceful like some planes taking off and it was just me and the empty hangar.

Mimi: Well you could do that at any airport in the United States now though.

Scott Todd: Yeah, but the Corona virus might be there so I've got to go to the hangar because the Corona virus isn't in the hangar. It doesn't know about that.

Mimi: Yeah, that's true.

Scott Todd: And I do believe if you wear sunglasses it doesn't know who you are too so that helps.

Mark: Yeah, there you go, there you go. I'm hopeful, I think that you know the best minds in the world are putting their heads together and I am hopeful that this is going to last not as long as everyone seems to think. I can't pronounce the name of the drug Scott Todd but there's that...

Scott Todd: I'm like I know it is Plaquenil but who knows by the time this comes out it may have failed or may work who knows but there's a lot of anecdotal evidence that suggests that a Z-pack with the drug that I know is Plaquenil but it also goes by hydro whatever that it's showing promising signs. I know that they were going to get it deployed in New York City. It's like 10,000 people beginning the day that we're recording this I don't know we'll see maybe when this thing comes out like all is good and they got some idea of like some way to contain it. I mean I'm not saying that's it's cured but at least if there's some thought on at least we can contain this thing and we can get everybody back to work and like continue on you know.

Mark: That would be great, that would be fantastic. Mimi Schmidt what's 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?

Mimi: I'm taking your suggestion when you see people offer wholesale lists ask for copies of them. They're a wonderful way to get very quick information on what the counties are doing. That's a wonderful tip.

Scott Bossman: No, it's a cop out.

Mimi: It's so much fun.

Mark: Really Mimi, really?

Mimi: Really. You've got to remember I'm cooking three meals a day because of Corona virus now. I don't have so much time on my hands. I'm trying to run a business here.

Mark: You're telling me Dave can't get in that kitchen, c'mon?

Mimi: Dave still has to work.

Mark: He's not flying.

Mimi: Yes, he is. He's flying even though there is no one in the planes.

Mark: Really?

Mimi: Yeah, there will be like two or three people on the planes.

Mark: All right fine.

Mimi: Ethan and Rachel flew standby to Chicago to see her family and everyone on the plane got upgraded to first class because there were so few people on the plane.

Scott Bossman: Oh my gosh.

Mark: Does anybody know if Zaino is going to be able to get back in the country?

Scott Bossman: Zaino is back in the country, he's back in Boston.

Mark: Okay.

Scott Todd: He is in isolation. In fact, he is so isolated he can't even attend this call. We don't want him on this call, like you know, I don't want to get sick, I don't want to get Corona from the Zoom call.

Mark: Good point, it's a good point. All right Mimi.

Erik: You could have worn your sunglasses.

Scott Todd: Yeah, [00:28:57] [indiscernible].

Mark: We'll let you have that cop out tip of the week it's fine, no worries.

Mimi: Fine.

Mark: All right, well I want to thank the listeners and just remind them that the only way that we will be able to continue to hazing Mimi and her tips of the week is if you do three little things 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 wholesaling course *How To Double Your Money in 30 Days Or Less*. Scott Bossman, I know that Flight School is something that people are really going to want to start doing in uncertain times, wouldn't you agree?

Scott Bossman: I would very much agree. I think when you look at it there's probably no better time to get into this business and look I mean you're at home right what a better time to start working in the business from home and it's pretty timely. Our next Flight School starts March 31 with Scott Todd so join us.

Mark: Yeah, so if you're not in yet and you want to learn how to get into the April class, just go to TheLandGeek.com/Training but certainly start positioning yourself now. I can't tell you how much gratitude we've been seeing in the Facebook group of people that have their land businesses, they've got that passive income and they just feel so grateful and so protected because they started when they did and it's just mitigating all the economic effects of what's going on which is really, really nice. So thank you dear listener and again be safe out there. Are we ready to do this? One, two, three.

All: Let freedom ring.

Erik: Oh, so you're supposed to count beforehand.

Mark: There you go. Erik when you host next week you'll have it.

Erik: I think I'm calling in sick next week.

Mark: I think it's Bossman's turn. Scott, are you ready to host some Round Table next week?

Scott Bossman: I mean if needed.

Mark: Well, it's not like I'm going anywhere.

Scott Bossman: Right.

Mimi: Yeah right.

Tate: You have to have a valid excuse.

Scott Bossman: I mean I think if there is a valid excuse sure I will step up.

Mark: What about I'm just sick of my own voice, is that a valid excuse?

Scott Bossman: No.

Erik: Nope.

Mark: That doesn't work.

Erik: I mean the thing is Mark you can either hang out with us or hang out with your teenagers.

Scott Todd: B, B.

Mark: B, B. I was telling Scott Todd yesterday there was an article I was reading that in the Wuhan Province because they have been quarantined for three months and now they are getting back to life the divorce rate has shot up exponentially because can you imagine like they've just been like stuck, their whole routines, and like all of the stress and like you know you are crazy like I can't imagine living with this person the rest of my life.

Mimi: Wow.

Tate: It's funny. I've gotten probably three text messages from friends now saying like, I have the utmost respect for you, I don't know how you work from home, you're such an amazing individual and it's like you guys are doing it wrong because you work eight hours a day and that's why you're going stir crazy and we're not.

Mark: Yeah I know it's nice to be able to escape to the garage Mahal as well and you know we all know how to do this for sure. Yeah, it's kind of funny to see my kids kind of struggle with the whole online thing and they're like, "Dad you ever heard of Zoom?" I'm like have you ever heard of Zoom!

Mimi: Yeah.

Scott Todd: I feel like I have been self-quarantining since 2016 man. They're like hey, everybody has to work from home but I'm like... and people are like struggling. Mark, I saw an article yesterday that said *How Not To Eat All Day Long When You're Working From Home* and I'm like where've you people been? This is 2020, what's up?

Mark: By the way there is a cooking place out here called Krumble.

Tate: I love Krumble.

Mark: Do you love Krumble?

Tate: I love Krumble.

Mark: Yeah and so I was like man I've have been really suppressing that urge to stress eat at night. So what I'll do is I'll go on the Krumble app and just look at the cookies and then I'll just imagine eating all of them. Like I'll go through it and I'm like all right I will eat that one, I will eat that one, get that one no. So like I'll eat like five cookies in my mind in one sitting and then just feel like sick and then I don't have to order them.

Mimi: There you go.

Mark: Yeah. So I've been doing imagination stress eating and it feels great to eat it imaginatively but that sugar hangover is imaginatively horrible.

Mimi: Yeah.

Mark: Scott Bossman you might want to try that with your alcohol.

Scott Bossman: Yeah, we could maybe do that.

Mark: Yeah, you know.

Scott Bossman: Actually that brings up a funny point yesterday on the news here in Wisconsin because we are on shut down as well they were listing all the essential businesses in Wisconsin that would stay open and you

had: the drugstores, the clinics, the grocery store, banks and the liquor stores was on the list. So that's how I know I'm from Wisconsin.

Mimi: Yeah.

Mark: Yeah. What about cheese?

Scott Bossman: Oh yeah you get that at the grocery.

Mimi: The wineries here are starting to deliver.

Scott Todd: In Denver the mayor shut down. He said like we're going to shut down the liquor stores and the weed stores. There was massive panic and he reversed the decision no, no, no those can stay open.

Mimi: Okay, I bet.

Scott Todd: Mark, since you're just looking at pictures of food should I send you like some Boss pictures and some Cuban bread pictures how does that sound?

Mark: Honestly that sounds amazing.

Tate: He'll eat that for dinner tonight.

Mark: I'm still trying to shed my extra Tampa weight. Like you know Tate has probably some like baby weight because you know how like you eat more when your wife's pregnant. I still have Tampa weight to shed. Like it was that... Tate it was crazy right?

Tate: Yeah, Scott redeemed himself. I have said it before but that guy knows how to eat. He knows how to eat, he knows how to dine and he is not deserving of the flak that we have given him.

Scott Todd: Right.

Mark: Yeah.

Mimi: Wow.

Tate: Yeah I know it hurts to say it Mimi, it really does.

Mimi: Wow I'm impressed Tate.

Tate: I'll be the first to admit it he knows how to eat.

Scott Todd: You missed the fireworks brother, you missed the fireworks.

Tate: Don't worry I'll be back.

Mark: Yeah, you did miss the Fireworks. I'm not even going to say it oh my gosh.

Scott Todd: I mean Mark the last night I mean everybody else if feeling left out here but the last night you've got to admit like the meals got better and then the last night the meal was great and then it was like the grand finale of the fireworks, like the end like bam! I didn't really produce fireworks here but like the food was really great.

Mark: It really was. I definitely think that you know we need to do a Tampa Bootcamp for no other reason than just the food in that one restaurant.

Mimi: I'm up for it.

Mark: Yeah, absolutely.

Mimi: East Coast Bootcamp I'm up for it.

Mark: East Coast Bootcamp so as of now we're still looking at Vegas in August Tate.

Tate: We got to come to Vegas; we need you to come to Vegas.

Mark: What's the probability that we'll be able to have a Vegas Bootcamp right now would you say?

Tate: I'm going to say high, very, very high because I'm optimistic.

Mark: Erik what about you?

Erik: I don't know man maybe 60%.

Mark: Okay. Mimi, probability of August Bootcamp?

Mimi: It better be 100% because if this lasts for five months all the airlines are going to go bankrupt and Dave is going to have one job instead of two. I'm worried we're going to be looking at selling our house it better not go five months.

Mark: Isn't the government bailing the airlines out, the pilots out? You're not going to have to make a mortgage payment. Mimi I think you're really you're going to a dark place a little too soon here.

Mimi: No, the money is going to people that make 95,000 and less right? Yeah, I think they're talking about giving money to people that make like 95,000 a year and less. We'll see I'm sure the government will give the airlines some money it's just a matter of will it be enough.

Mark: Scott Bossman, what's your prediction?

Mimi: I'm not being negative, I'm being positive a hundred percent chance of it will be over in five months and we'll still go to Bootcamp.

Mark: Okay.

Scott Bossman: Yeah, I think we're going to be there five months from now.

Mark: So you'll be there?

Scott Bossman: Yeah.

Mark: Scott Todd?

Scott Todd: I have positive believe in Dr. Oz man. Like Dr. Oz he's paying for the study of the drug cocktail that I had mentioned. Like he literally he's paying for it with Columbia University, it's his money going to work and like I don't know man, the guy has done a lot of research. I think the minute that they have some way of knocking this thing out doesn't mean that it's a cure, doesn't mean it's a vaccine but man if you can knock it out of people and get them out of the hospitals and free up the hospitals and save lives and everybody can go back to work and you just know like if I get it I'll probably be okay like the flu bang we're going to be all right.

Mark: All right, I love it.

Scott Todd: By the way the President says he wants America open for business by Easter. So we'll see what he says.

Mark: All right let's hope. Well thanks everybody, we'll see all next week and stay safe.

[End of Transcript]