



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 – ParcelNParcelProperties.com and Mike Zaino – ThreeLandGuys.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 have almost all the usual suspects. We've got the 'Technician' - Erik Peterson. Erik, how are you?

Erik: I'm doing good. How are you?

Mark: I'm great. Good to see you. We've got the most feared woman in the country Mimi Schmidt. Mimi, how are you?

Mimi: I'm doing great. I get to sleep in a little bit in the morning because I don't have to take my daughter to school; digging the Coronavirus.

Mark: Look it's the little things Mimi, it's the little things there you go. We've got the Zen Master' breathe in the mailing, breath out the marketing - Mike Zaino. Mike, how are you?

Mike: I'm doing great. Thank you for asking.

Mark: Saving lives. Are you at the fire station right now?

Mike: No. I was there yesterday but I'm home now.

Mark: All right, great, great. We've got 'I love it when you call me Big Poppa' - Tate Litchfield. Tate, how are you?

Tate: I'm doing well, really well actually. Business as usual.

Mark: Great, great. If you want to see how Tate go to TheLandGeek.com/Lots L-O-T-S Look Over Tate's Shoulder and last but not least your *Flight School* Sherpa, 'The Brain', the 'Professor' - Scott Todd from ScottTodd.net, LandModo.com. If you're not automating your Craigslist and your Facebook postings - PostingsDomination.com/TheLandGeek. Learn anything about anything - InvestorNinjas.com. Scott Todd, how are you?

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

Mark: I'm good. We will give some love to our sponsor this week and that is *Flight School*. Today's podcast sponsored by *Flight School*; learn how the next 16 weeks can start your business, start creating passive income without renters, without rehabs, without renovations, without rodents. As Mike Zaino would say, "Compress five years of what took me into 16 weeks."

Mike: Actually even more.

Mark: Go ahead Mike.

Mike: I said more I didn't want to hit you that hard Mark c'mon.

Mark: Oh yes, but it was really five. To learn more go to TheLandGeek.com/Training get on a call with the Zen Master' Mike Zaino or the *Nite Cap* OG' 'Dude Buddy' Scott Bossman and see if this strategy is right for you. So before we talk about our topic of the week I just kind of want to go around and take everybody's land investing company's temperature. So just to see how the week is for you, are you seeing any changes, and what's going on within the midst of a global pandemic. Erik Peterson, how are things at Land Opia?

Erik: Things are fine. Mostly business as usual. I did have my first default as a result of the virus this week. So as I've talked about before I have definitely had a few people reach out and ask for reductions in their payments or no payments for a period of time. So I am seeing some effects from what's going on in the rest of the world, but you know the property that I took back its one that's going to sell pretty quickly so I'm not too concerned about it. We're still selling property. Our last sale was just a small cash sale, nothing too crazy. We bought it for about 600. Sold it for 1900 and yeah I mean things are going just fine.

Mark: Okay great. Zen Master, how about you?

Mike: Yeah, you know business as usual. We did have one person that wanted to restructure their payment based upon what's going on, but actually we just accommodated her but we're going to make a lot more money as well. So I call that a win-win. Kind of lead to this cash sale, 2000 acquisition, selling for about 8000 so that's not bad. The person opted to go through Title Company so that's processing through them. I'm in the middle of wholesaling a bunch of properties right now as well. It's going well, no complaints, just marching forward.

Mark: All right. 'Terrorist Hunter' Mimi Schmidt, how about you?

Mimi: I've had one person that paid me \$50 for one month so I've reduced her payment, and another person is skipping a month. But otherwise everyone is still paying. I had a sale fall through, I had a guy that had purchased from me before that wanted to buy a second property and he is buying it for

his son. He and his son go laid off on Friday so he didn't buy it. But my Facebook poster had collected a down payment on the same property this weekend and I had to send the down payment back because I was going to sell it to guy number one. So I just had the woman put her down payment back on and hers expires today and I have a third guy that will buy it if she doesn't buy it. So it's all going to work out. It was just I did have someone that lost their job.

And that one I bought for 2600 and I'm selling for 9' on terms. So I wish I had more property in that County, right, prices were kind of getting high there for me but I had some mailings come back really strong, I feel like the shake in the economy is making people a little nervous. So I'm having my mailings coming back a little stronger, I do see more cash in my sales still and then on the buy side I hate to flip back to that again. But I'm having older people that are a little apprehensive about getting the deeds signed. So it's taken a little longer for me to finish up paperwork.

Mark: Makes sense, make sense. 'I love it when you call me big Poppa' Tate how are things going with you?

Tate: Things are going well. I've mentioned this before we've had a couple of people contact us and they just wanted to make some adjustments to their monthly payments and we were happy to accommodate them. Truthfully I haven't seen a lot of fallout from the virus yet. I would say our number of leads that we're generating on a weekly basis is pretty consistent with pre-Covid. The number of weekly sales we're having is you know really good.

Last week I think it was or two weeks ago we had a really amazing week with double-digit properties which is pretty awesome. But we've kind of dropped back down to our comfort zone of a handful week and we're happy. Things are going well and if we do see some turnover it's probably somewhat related to the virus but I think some of it is just to be expected too on those notes.

Mark: All right fantastic. Scott Todd how is your business?

Scott Todd: 12 man, the number 12. 12 sales in the last seven days, we had 12 sales in the last 7 days. Four of them were on Friday alone. So four of them on Friday, one early Saturday morning it was a hit off the website but 12 sales in the last week. Cash collections are up 12% over last month. So I don't know man, things are strong, Land Modo page views are up, I don't know, people are looking for land, people are buying land it's the craziest thing.

Mark: I mean I think economically it makes sense when you've got volatility in stock market I've talked about this a lot there is always going to be a flight to real assets: gold, silver, real estate, raw land and then you've got people that want to have an inflation hedge: raw land, gold. So I think that's how we can explain it but if you've got money you want to put it in something real. You don't want to put in the bank earning nothing. So I mean I could be wrong but I think that's what the story is. I mean Tate what do you think?

Tate: Yeah, I know that's just it. People are nervous about some of the other investment opportunities out there and raw land has never looked better. So most of the deals we're doing we're not spending a ton of time figuring out why people are buying it we're simply happy to accommodate them and take their down payments and doc fees, get them under contract and let go on their way.

But yeah it's been a pretty amazing run and I've actually heard from several of our coaching students. I heard from Jeff Dittmer today. Let me see if I can find his Vox that he sent to me. He said, "Sold

another last night. This has been the most incredible 2½ weeks for my land business." So I think that goes to show you that it's a good time to be a land investor or is it Mark?

Mark: That brings us to our next topic. Scott Todd, what's your thought on this?

Scott Todd: I just gotta say one more thing. Like I can tell you that the Land Modo Sunday Blast since the pandemic hit is double, double the people are doing the click throughs. Like the click through rate on that email is double so I'm pretty cool about it. People have this desire for land which is pretty cool to see.

Mark: Yeah, there is lust for land in the country. Erik what were you going to say?

Erik: Well I just wanted to add too like as I've been talking to my students over the past couple weeks I have just seen a lot of sales for our students in the community. So it's not necessarily just us saying that you know land is still selling well, but I'm seeing it with our students as well.

Mark: You know it absolutely and another theory that I heard was if you're stuck at home you are more likely to open up all your mail whereas if you're super busy and you go to the mailbox and you see something that you don't recognize you might be more likely to throw it out and also if you're stuck at home you're more likely spend more time looking for assets that you like and so you know again these are all theories. I don't really know but then again I don't really know about anything anyways. Look if anything I'm certain I am uncertain.

Tate: Certain I'm uncertain.

Mark: I'm certain I'm uncertain. That's the only certainty I have in life. So Scott Todd that leads us to the next Round Table discussion which is...?

Scott Todd: Should you be quitting? Should you be throwing in the towel? Should you be like you know what people aren't opening my emails because they're not going to be able to get a notary so I'm going to stop my mailings. I've seen that come in the Facebook group, "I'm going to stop my mailings because people aren't responding to me" or, "you know what I just lost my job so I'm going to have to like stop doing everything". So should you be stopping everything now, is it too late or should you keep going, growing and working to build that passive income?

Mark: Erik, you just lost your job, you're scared, you've got an uncertain future, you're spending money on your land investing business, and you're not seeing immediate results. Is now the time to start going onto other podcasts and be like screw it something else or just start looking for another job? I don't know.

Erik: I think yeah they should totally quit and sell me all their land because I want it. No, but in all seriousness absolutely not. I think this is the perfect time to be a new land investor. I mean when have we had such opportunities to sell these properties so quickly? I mean like I just said minutes ago I am seeing my students just sell property so fast. I have a student that sold like 5 to 6 properties in the last 10 days you know a couple of weeks ago you know it was just a couple here and there. So I think that the market of buyers is really ready to buy right now. So if you have inventory get out there and spend your spare time and market it and find some buyers because people are buying.

Mark: Yeah, and to Erik's point in the beginning don't sell to Erik if you are ready to hang it up. Go to Sales@FrontierPropertiesUSA.com and just attach your list and we will buy all of it. Mimi Schmidt, what about you?

Mimi: I hear about all these people that are now claiming unemployment and all of the speculation about how high the unemployment rate is going to be: it's going to be 16%, it's going to be 30%. All those people that didn't have a job I'm sitting right here at my house with my job, right. Look I can't think of a better place to be but to be an entrepreneur with my own business not depending upon an employer, right. I think it's the best time to start land business or to be in the land business and people they are home on the internet they're not only on Zoom. Zoom isn't the only thing that they're using right. Zoom is crushing, it's got so much activity, they are all over the internet which is where we're selling. So it seems like the perfect time to me.

Mark: Okay. I really thought you were going to be self-serving and be like absolutely they should quit and...

Mimi: They should quit and sell me the land.

Mark: ...forward the land to me.

Mimi: Yeah, it's a great idea.

Mark: Yeah. Mike Zaino what do you think is it a good time?

Mike: No, c'mon. Listen it's a buying frenzy out there right now. I think honestly this is sort of a depressing time for people and when people get depressed they do a lot of things. They shop; I know it's been like Christmas around here. The Amazon truck comes every day and I got in on that just today they finally showed up and the girls were like, "Oh I don't know, is this is for me?" I'm joining in on this Christmas parade, it's Christmas every day around here. The Amazon truck keeps showing up I think people like to buy things.

You're looking out your window, you're in isolation what better thing to dream about than land. It's like when I get out of here I'm going to go and I want to own my own piece of land. So I think Scott just mentioned it doubled the opens on his emails and I mean people are dreaming and we sell dreams, that's what we do we sell dreams. People are going to go out and they may use their land for this dream and they may not but we provide them with the opportunity.

So if you're going to get out now that's crazy. I mean so is that what like Coca-Cola or somebody would do if something hit they're just going to call it? No, we're land sellers, professional land sellers we're not going to throw the towel in and I was laughing because you always end that joke with I'm going to go to ETM investing but we've already talked about that in another podcast can't do that.

Mark: Yeah, we've got to pick on another niche. So...

Mike: No, don't get out c'mon. But hey I'll jump in on the bandwagon, I'll take the land.

Mark: Yeah okay. So if you're looking to get out or you've got a ready market for your land right now you can just flip wholesale. But Tate Litchfield in all seriousness though what do really think?

Tate: You know I would plead with you not to give up. I would plead with you to stay in it, give it some more time. I understand, you know, that you might be in a difficult situation please don't stop your mailing, please, please keep marketing, do not exit this world because you'll regret it. You'll regret selling those assets for the same price you paid, right. This business is too good not to double down in it and really push through these troubling times and I read a quote and it was like you know you've got to take action when there's blood in the street even if that's your own blood and I think everybody is feeling that.

We can sit on this podcast and we can say, "Oh Scott had 12 sales last week." But you know there are certainly going to be a time when Scott Todd is going to be saying dang it we haven't sold anything, right now. When that happens it will be interesting to ask Scott, "Scott are you scared, are you nervous? What's going on, are you firing everybody?" But right now Scott's happy but there will come a time when we're all on the ropes a little bit and I'm promising right now that I'm going to suffer it. I'm going to suffer the joy, I'm prepared to endure some pain and if you're enduring that pain right now know that there is a light at the end of the tunnel and we will get through this. But please do not exit the land business it is too good of the marketplace to run away from there is no competition here.

If we're doing it, if Mike is doing it, if Eric, Mimi and myself, Scott we're all selling land hand over [00:18:21] [inaudible] you can too. So, you know, don't give up on it yet. If you're short on cash know that there are opportunities out there where you can double your money. It might not be 1000% on your money but hey 100% on your money sounded really, really good right about now especially when the stock market is going up and down and the cost of the barrel of oil is what, zero dollars right now the futures on it it's crazy. So land is where you want to be trust me.

Mark: Yeah, I 100% agree with everything you've said, but you know who might be irascible and difficult, want to play devil's advocate, is going to urge everybody to get out now is the time it could be Scott Todd. Scott Todd, what are your thoughts?

Scott Todd: I'm not going to take the bait. Like look the thing is that we're in scary times okay. Like no one has gone through this, no one. No one has gone through [00:19:23] [inaudible] what about the people? Well even back in the 1918 pandemic for the Spanish flu I read an article the other day that said that the president at the time I think it was Roosevelt. I could be wrong don't quote me on that I'm just... maybe it's Hoover. I'm going to go with Hoover. Okay Hoover who is... can someone tell me who the president in 1918 was? Anyway whoever the president was he did even talk about all the Spanish flu. Like the president of the United States did not even addresses it. There was no like okay everybody can go into quarantine. There was no plan like you were just going to die. If you got you were going to die and that's just the way that it was. Is it Hoover?

Tate: Wilson.

Scott Todd: Wilson.

Mark: Woodrow Wilson.

Scott Todd: Oh okay.

Mark: You know in 1990 we were entering World War I.

Tate: Are you sure you read an article?

Scott Todd: Yeah, yeah I read it but I skimmed it like the president part was I'm like okay whatever. Anyway thanks Tate that's the old Scott Bossman slap right there but whatever. So then... oh he's not even here, see.

Tate: [00:20:27] [inaudible].

Scott Todd: And then nobody is even talking about it, no one is even talking about the Spanish flu so now all of a sudden we have the Corona virus everybody is like shut down every business in the world and look around. Everybody needs to stop and look around. They need to stop what you're doing literally go look around, go look at what's still in business today. These are really the essential things like I mean if it's still in business, it's still making money today it's essential.

So don't stop, don't get paralyzed with fear or all these things. What you need to do is you need to start hustling, figure out how to make some money and build some passive income because look if I didn't sell anything for the month of April passive income is still going to sail me through. There are people that are saying, "Oh well you know I just only want to do cash deals." That's great until the cash deals aren't there anymore. So like build on note portfolio, let the mailbox money come, you'll be thankful that you did and do not at any cost do not sell of your land to any of these other chuckle heads on this call you come to me.

Mark: Okay so we're going to edit that part out and what we're going to do is we're going to dub sell all your land to the chucklehead Mark Podolsky at Sales@FrontierPropertiesUSA.com.

Tate: Mark doesn't know anything except he wants to buy all of it that's the only thing he wants. You know right now it's like I want it all, right?

Mark: Yeah, absolutely I do but Scott had a really good point. It's you know I mean like the company that he used to work for laid off how many people Scott Todd?

Scott Todd: Yeah, yeah. Like i mean here's the thing the company that I used to work for before I got laid off four years ago. Four years ago this month actually four years ago they just announced that they laid off 10,000 people. 10000 people, that's half the workforce. So half the workforce is gone and I look at it like I'll tell you what for the last four years I've been like the whole what if. What if I had stayed? Yeah, I have a great life right now but what could I have done with my career over there or you know like I do miss the people I used to work with by the way. Like there's that the whole thing.

Mark: I'm offended.

Scott Todd: Half of them are gone now. I probably would have been gone now. Like that's the thing is I would have been gone and then I would have been kicking myself for like oh I didn't go the passive income for the last four years or five years and then I would have been the same boat that I am today. So take action, right. the only people you can really count on is yourself and figure out how to make money and land is one way you can make money.

Mark: Yeah, absolutely. So I mean you know Mize Zaino always says, "The 10 years are coming whether..." What is the quote Mike?

Mike: Yeah and it just reminded me of that one when Scott said that because there's definitely somebody else out there that at the same time that Scott decided to do it they made a decision and they're probably doing well. But it's still a good time to start and when I asked the Tai Chi guy I'm

like, "Listen, how long to get good at Tai Chi? He's like 10 years. I'm like oh my gosh 10 years. He's like, "10 years is coming either way." So these four years were the only difference is you're good or you're not. So the four years are coming anyway for Scott Todd.

So there's another person out there who exactly right around that same time probably was considering land investing and said, "Ah, I'm going to pursue my professional career." And they're probably on the other side of that right now." But guess what that person can still come here and do this now because four years from now is coming either way.

Mark: Yeah, I mean I've never really worked for a big company. Even small businesses layoff people and I mean it's just one of those things like to have a job I think is imperatively way riskier than it is to own your own business. So even if you have a good job right now or you had a good job and you might be getting it back it's still always a great idea to be that pig that builds there house full of bricks. Have that side hustle so you're not ever depending on a job. So when Scott was laid off he was like ha, ha I already replaced my income anyways so great and I do like referring to Scott Todd as a pig that built it's house full of bricks don't judge.

Scott Todd: Wow, I feel like between you and Scott Bossman just slap me around and Tate slapping me around look it's okay, it's all right.

Mike: I told Bossman not to do that. I said that wasn't a good idea Bossman he's not going to forget that.

Scott Todd: Oh and you guys can tell him he's not even on this call and I have not forgotten. I will get him, I will get him.

Mike: Maybe that's why he's not here. He knew you came locked and loaded and he was like, "No, maybe he'll forget by next week."

Scott Todd: Yeah.

Mark: It's a dish best served cold. So we are now at that point in the podcast where we get put the 'Terrorist Hunter' Mimi Schmidt, on the spot ask her for a 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. Mimi Schmidt, what have you got?

Mimi: So every time I do the *Flight School* Office Hours and then when you and I Mark have done a Facebook Live I've all kinds of people telling me that they are switching to Followup Boss, right and I think everybody on the call is on Followup Boss except for Scott Todd, right?

Mark: No, I think Scott made the move.

Mimi: No way. Did you Scott Todd?

Mike: Everybody is attacking him.

Mimi: Did you make the move to Followup Boss?

Scott Todd: Did I? I don't know, did I?

Mark: Why are you being cagey about this?

Mimi: Oh my gosh look at that.

Tate: It doesn't work on the Surface so he probably can't.

Scott Todd: Listen I did deep my toe in the Followup Boss water there. It's nice, yeah it's very nice.

Mimi: Oh he's not going to give it up. Anyway they have a great blog, Hub Spot does too, but they have a great blog. This particular post is about *Winning At Your First Call*. So we had so many questions on what to say, right, when you get people on the phone call they talk about the way you sell on the internet is with a phone call. So it's great. There are all kinds; they even have live ones. I think there's two live webinars this week alone so use the information, it is a great resource.

Mark: All right, we'll have a link to that tip of the week. And so I thought this was a really great Round Table podcast and again I want to thank the listeners and remind them the only way that I can even cajole Scott Todd to come back on another Round Table podcast 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 wholesaling course *How To Double Your Money in 30 Days Or Less*.

I do want to give a shout out to *Nite Cap* and 'Fortune 500' Matt Forbes, the 'Zen master' Mike Zaino and the '*Nite Cap* OG' 'Dude Buddy' Scott Bossman. If you guys have not been watching *Nite Cap* Live it is a great way to get distracted, have a cocktail with the guys and also to learn a little bit about land investing, get your land investing questions answered. And I think Mike you'd agree that I think the most entertaining part of it is watching Scott Bossman speech devolve from the beginning of *Nite Cap* to the end where he's literally just slurring his words.

Mike: Well I can't...because I've had my time in that situation but we take turns. So, one person is always in control. It's very true but you know what it's a lot of fun. FUN all in capitals but a lot of content too so join us. It's typically every Wednesday night.

Mark: At 10 o'clock Eastern, correct?

Mike: Yes. Yap 7 o'clock Pacific, 10 o'clock Eastern and come on bring your questions, we'd love to interact.

Mark: Yeah absolutely. So speaking of 'Fortune 500' Forbes I have to give him a shout out. He ashamed me into upping my podcasting and he literally said, "Mark you sound like crap. Go get a new mic." I got the Joe Rogan mic. Hopefully everyone can hear the difference because I can't, but hopefully every one that is listening can hear the difference. If you can go ahead and email Support@TheLandGeek.com with the subject line 'thanks Matt or 'Fortune 500'." We'll do a drawing for free Investors' Toolkit that Friday for just leaving us that comments. Mike Zaino?

Mike: Maybe we could just ask who sound the best guys and let them guess who has what mic.

Mark: Okay yeah and leave a comment on who right now do you think sounds the best.

Mike: Testing one, two, three.

Mark: Testing one, two, three.

Scott Todd: Wait. We should go person by person so they can hear it.

Mark: Okay ready let's all say sibilance, sibilance, sibilance. Erik Peterson go.

Erik: What?

Mark: That's how you test a Mike. Sibilance.

Scott Todd: You say like your name and then like they will tell us.

Mark: Fine. Erik, go ahead.

Erik: Erik Peterson

Mark: Woo. Tate.

Tate: Tate Litchfield.

Mark: Mimi.

Mimi: Can you stop laughing. Mimi Schmidt.

Mark: Mike.

Mike: Mike Zaino.

Mark: Scott.

Scott Todd: Scott Todd free land.

Mark: And finally the one that I know you all are going to like the most I'll put on my Terry Gross voice Mark Podolsky. Email Support@TheLandGeek.com to let us know. Thanks everybody. You guys ready to go, do we do this? One, two, three.

All: Let freedom ring.

Mark: And of course...

Tate: Wash your hands.

Mark: ...wash your hands. All right so I've got to tell you I had an interesting like I did a Facebook Live yesterday with Bossman I compared the quarantine to listening to a *Coldplay* album for me.

Tate: It's terrible, just awful.

Mark: No, no, no so in the beginning like you hear it you're like, "Oh this isn't so bad." It's like in the beginning the quarantine wasn't so bad like we are having family meals.

Mimi: Oh yeah homemade food oh yeah.

Mark: My wife's cooking more.

Mimi: Exercising more.

Mark: Exercising more. There's like all these benefits you're like in *Coldplay* the first you listen to them amazing right but by the third time of listening to the same album all the songs start to kind of sound the same and you're like...

Mike: Does every meal taste like meatloaf now?

Mark: No, no it's just that I'd like a little more variety than just being in the house every single freaking day.

Mimi: Yeah, I'm going to run out of shows to binge watch.

Mark: What are you watching now Mimi?

Mimi: Oh I'm finishing up *Outlander* season five, there's a new season of *Bosch*. I'll be starting and just finished *Ozark*. Oh my gosh it was so good, that means there's going to be another season I think. Don't you think?

Mark: Oh there has to be absolutely.

Mimi: And Scott Todd, aren't you supposed to have like a picture of you outside Carol's gate by this week?

Scott Todd: I don't know.

Mike: Isn't Florida open. You can go anywhere, can't you?

Scott Todd: Yeah, I can pretty much go anywhere I want, yeah.

Mark: So Scott...

Scott Todd: Hold on, hold on. I can't go to the city park like Tom Brady did because he got cited for being in a public park that was closed. Welcome to Tampa Tom.

Mike: Ooh. That really happened?

Scott Todd: Yeah, that happened.

Mimi: Wow.

Mark: That would never happen in Massachusetts. 'I can tell you that right now Tom Brady is a freaking hero. He might have ripped their hearts out but so what? He brought a lot of love and joy to that community. He would never get cited in the park, are you kidding me?'

Mike: Never.

Mark: 'We're too wicked smart for that.'

Mike: No, that's not tact.

Mark: On Tom, right?

Mike: Yeah.

Mark: Not the Boston accent okay good.

Mike: No, no, no that was perfect. Packed it and unpacked it you did a great job.

Mark: Thank you, thank you. Erik Peterson what about you what are you watching these days?

Erik: We've been watching old series of the 'Survivor' with the kids. They just got into *Survivor* so we've been doing some of that.

Mark: Nice. Zaino?

Mike: *Get Shorty* the TV show, you can binge watch through seasons it's awesome, it's absolutely awesome.

Mark: Nice. Tate, besides the Einstein videos?

Tate: We're watching I don't know. I started watching the Netflix documentary season two on the *Formula 1* race which is pretty interesting, it's pretty cool.

Mark: All right very cool. All right well Scott what if I just started the podcast like, "Hey all you cool Land Geeks."

Scott Todd: Oh boy you want to lose people. Like you know clearly she is the most hated person in that series for a reason and I mean if you just want to be the most hated person on this podcast I mean that would be one way to do it I guess.

Mark: Yeah. Like everything I watch online now it's like, "Hey all you cool cats and kittens." And I always think like you know I just feel like a bond to that person like we have that *Tiger King* thing in common. Like, I get in on the joke.

Scott Todd: Hey wait a minute we have no problem I just realized I've been doing this podcast on the wrong microphone and like I just changed microphones and I think we have to go back through and get our check on the micro.

Tate: No, no that's done. Rolls are in, you've already submitted your name, it doesn't sound that great.

Scott Todd: I just noticed I'm on the wrong microphone guy. You guys can't do this to me because like this is wrong microphone and like this is the real microphone. So this is Scott Todd recording.

Tate: That's like going golfing and having a bad shot and just saying I'm going to do a do over here. I'm going to do a do over, no.

Scott Todd: Mark I feel like you let me down because you didn't help me.

Erik: Did you just order a new mic while we were on the call?

Tate: Scott we play for keeps in this business and you're late.

Mark: I mean Scott how is this remotely my fault.

Scott Todd: It's all your fault man because we did another podcast earlier and you didn't say hey your microphone sounds terrible.

Mark: It doesn't sound terrible.

Scott Todd: You didn't tell me to mess around with this thing, asking if I sound better.

Mark: It didn't sound terrible and clearly you're going to find...

Scott Todd: You set me up.

Mike: He wants to sound better Scott. He wants to sound better he just got a new mic.

Scott Todd: He just conned me man. I think he conned me he knew this was going to come down today.

Mark: You know I'm a raging narcissist and it's all about my mic. Like you think I'm thinking about your mic?

Scott Todd: Geez Mark. Do I sound better now than I did?

Mark: Yeah. We are picking up some stuff. Like Erik he's got like his gain is too high.

Erik: I think that was when he was on the wrong mic we could hear his garage door opening.

Scott Todd: That's the problem. That is how I knew that there was a problem because I was seeing stuff going. I'm like where is the crisp working. Like geez.

Mark: I'm sorry.

Scott Todd: Thanks mark.

Mark: You really didn't sound that much worse than you do now.

Scott Todd: Oh thank you Scott Bossman, I mean Mark thank you.

Mike: Oh man.

Mimi: Scott is developing flight for reputation.

Mark: Yeah absolutely. Well, I'm a... wait. Scott Todd, what are you watching these days?

Scott Todd: So we just finished let's see we just finished... Last night we finished *Better Call Saul* we got caught up to that so we got caught up on that. We have been watching Good Girls. You guys seen *Good Girls*? It's an NBC Show it's pretty good. So Good Girls we have so we woke up on that. We started watching *The Boys*; your recommendation, *The Boys* on Amazon Prime.

Mark: So what do you think?

Scott Todd: You know I don't like those types of shows and for whatever reason I liked this one. My wife is like, "Oh I'm on the fence a little bit." We've watched I think four episodes of it. So she's on the fence. I'm like let's keep rolling I like it. I'm trying to think there was another show that we just finished as well that... So *Better Call Saul* and *Good Girls* I think that's it.

Mark: Yeah.

Scott Todd: Oh *Little Fires Everywhere* we're watching that one too.

Mark: Wow, what is that? I've never heard of it.

Scott Todd: Oh Hulu I think *Little Fires Everywhere* it's pretty good.

Mark: Pretty good. Yeah I'm going to pull Erik Peterson 'I'm just reading'. That felt really good by the way I'm just reading, no I've been watching. I finished *Better Call Saul*. I honestly like I did think I'd like *The Boys* my buddy was like, "Dude I'm not into superhero stuff. You're going love this. And I did love it. I can't wait for season two of that and I've been watching a lot of *Ugly Delicious* with David Chang. I'm about getting into those food shows.

Erik: Yeah. I do that on what's it called? The Disney Plus you can watch the one with Gordon Ramsey. We started that last night and it's actually pretty interesting. He went over to Peru in the sacred valley and ate a bunch of stuff down there and made a nice meal. I like the cooking shows.

Mark: Yeah. There's something about people devoted to their craft. I talk to my kids about this all the time I'm like you know there's a theme in Japan *Jiro Dreams of Sushi* I watch his cooking shows. Some of the best chefs are in Japan they are just so obsessive-compulsive devoted to their craft and it shows up in the quality. I mean there's a reason that we're always talking about Kaizen as it relates to land investing it's continuous improvement.

Mimi: You know in Japan that it takes 20 years to become a master tea maker. I mean talk about devoted to a craft.

Mark: 20 years to make freaking tea, wow!

Mike: I've still haven't gotten coffee down so I sympathize.

Mark: Oh I actually got a stag kettle Erik Peterson. I'm upping my chemex game.

Erik: All right.

Mark: And finally I...

Mike: What is it?

Mark: It's like one of those balanced kettles like you can put the water over the chemex evenly. I think it's..

Mike: That sounds all French this is on another level.

Mark: It's definitely another level. It's very like I'm devoted. Now the only last thing I need to get is a scale but I haven't got that yet. Mimi, what's that look for?

Mimi: You know it's funny.

Mike: We can have our coffee vendor within the group.

Mark: Yeah we can do that too.

Mike: He'd be like the master coffee maker.

Mimi: I guess so.

Mark: Look at the confidence brewing from Erik Peterson right now he's like yeah bring it.

Mike: You mean he's great at coffee?

Mark: Yeah. He's better at Peloton than me, he's better at making coffee than me, he's a better graphic designer than me, he's probably I mean I can tell from like the YouTube videos that his kids make he's a better father than me. It's just annoying. There will be something, there will be something Erik will... whatever. Okay thanks guys. I've got a whole other series of issues I've got to discuss now.

Erik: All right I'll see you guys.

Mark: Thanks guys. Bye.

[End of Transcript]