



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, Mike Zaino - ThreeLandGuys.com, Scott Bossman - LandBosses.com, Dawn Paresa, and Raycne Sugai 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 two special guests in this our special *Hawaii Round Table Edition*. Scott Bossman, take it away.

Scott Bossman: Take what away?

Mark: Dah, dah, dah... like our music.

Scott Bossman: Yeah, all right. I wanted you to take over that because I don't know it. I can sing the Brady Bunch song or I'll do anything.

Mark: Okay, anything you want to sing. You're not going sing it on...

Scott Bossman: There's only singing in Nite Cap Mark that's that.

Mark: All right fine. Well we have the usual suspects: we've got the 'Technician' Erik Peterson. Erik, how are you?

Erik: I'm good Mark.

Mark: Good to see you. We've got the 'Zen Master' - breathe in the mailing, breathe out the marketing Mike Zaino.

Mike: Hello, doing great. How are you?

Mark: Good to see you. We've got the 'Dude Buddy', 'Nite Cap OG' won't sing when he's sober - Scott Bossman. Scott, how are you?

Scott Bossman: I am great Mark thank you.

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

Mimi: I'm doing great, thanks for asking.

Mark: Good to see you.

Mimi: You too.

Mark: 'I love it when you call me big Papa' - Tate Litchfield. Tate good to see you. How are you?

Tate: I'm doing well thanks.

Mark: You know what would be great?

Tate: What's that?

Mark: If I can look over your shoulder.

Tate: Has the hockey season resumed?

Mark: If the hockey season resumes. If I can just look over your shoulders if you don't know what I'm talking about Tate has a Netflix series not on Netflix called LOTS (Look Over Tate's Shoulder). To watch how he works just go to TheLandGeek.com/LOTS. And last but not least your Land Geek Sherpa, your *Flight School Sherpa*, the 'Brain', the 'Professor' - Scott Todd: ScottTodd.net, LandModo.com. If you're not automating your Craigslist and

Facebook postings PostingDomination.com/TheLandGeek. Learn anything about anything - InvestorNinjas.com. Scott Todd, how are you?

Scott Todd: I'm confused.

Mark: Again?

Scott Todd: I'm confused. Does Tate actually work? How can you look over his shoulder when he's like not working at all?

Tate: You know Scott it's funny that you say that because I was talking to my brother the other day and he asked that straight up. He's like, "So do you like really work? What's going on?" Because I don't think he fully understands how the land business works. So I answered his question very simply no, I don't really work that much. So to answer your question the answer is no, I don't work that much but when I do work it's very rare but it's very focused.

Scott Todd: Ah good to know.

Mark: Tate is like he sprints and then he rests, sprints and then he rests which I think is a phenomenal work ethic by the way because it gets it done. So because this is going to our Hawaii Edition, we have Dawn Paresa and Racyne Sugai two recent *Flight School* grads who are absolutely crushing it. Dawn's nickname is 'The Land Hub Queen' and we need to give Racyne a nickname we'll have to give it to her after this podcast. But they been going on...

So I've been doing Facebook Lives just about every day Bossman and Zaino join me all the time and sure enough Dawn and Racyne are always there and they are always talking about these deals they are closing. And it got to be to the point where we are like how are they closing so many deals so fast? So, inquiring minds want to know we thought we would go around and ask them just you know first about you know some things about *Flight School* how was for them and then what what's been going on with the land business. So Dawn and Racyne welcome and Tate we'll let you kind of grill the Hawaiian geeks.

Tate: All right. First of all, hello ha. I'm excited to have you guys. My first question is a simple one and it has to do with your deals have you closed a deal on the beaches, yet of Hawaii?

Dawn: No, not on the beaches.

Tate: What!

Racyne: That's in the homework.

Tate: That's the homework right there. I want to see a deal happen while looking... maybe not over Waikiki because that's like a little too touristy for you guys being locals, but I'd love to get a picture of you guys on your phone closing a deal and then like diving into the ocean that would be sweet itself. That's my challenge but I'm excited to have you guys on the show today it's going to be a lot of fun. I want to know how you decided to settle on land investing. What was it that caught your attention on raw vacant land in the middle of nowhere? What was it that you found attractive or interesting?

Mark: Racyne do you want to start.

Racyne: Okay, I actually was working into investing in tax liens and then I realized that it was going to take years to get my money back and this one lady I guess that I was looking into had Mark on her podcast or webinar. So yeah I just happened to see that and I was like, "What is he talking about?" Like passive income and investing in land and so it just kind of picked my interest and I just decided to follow up with that and do a little research and that's how I got started.

Tate: I love it. Dawn, how about you?

Dawn: I heard Mark he was a guest on Wealth Without Wall Street Podcast and I didn't hear his first one but I heard it back in September/October last year and after I heard it I bought his book. I bought *Dirt Rich* and then I messaged Mark on the DM under Wealth Without Wall Street they're in my network and he responded. I thought it was so cool that he wrote back to me and like I thought wow it's like talking to Oprah Winfrey and you know I got a response from Mark. So I thought okay so he seems humbler, he seems really nice and then after that I watched a whole bunch of podcasts and I watched the videos on YouTube and then I thought okay I'm going to do it and that's when I bought the *Toolkit* in December.

Tate: I love it, I love it awesome yeah. So is raw land as exciting as you thought it would be?

Dawn: It's been fun. It's very different for sure.

Tate: Yeah. The lack of excitement is not a bad thing though, is it right? We want something that's very predictable and routine. So I get it. It's not sexy that's all right, that's kind of how we want to keep it.

Dawn: I kind of love it. I love it. Like I'm learning new things. The other day Racyne asked me if I knew how to make 3D lines on Google Earth and I told her I didn't know how to but I was going to figure it out and I'll do crazy things. Like I will make myself stand up so I don't fall asleep and I'll figure it out and I did. I figured it out and I created my first video for her.

Racyne: Yeah, she sent to me and it was really good.

Tate: Awesome. I love it, I love it.

Mark: Nice, Erik Peterson what questions do you have for the Hawaiian Land Geeks living in Paradise.

Erik: Yeah. I think one that we hear at *Grill The Geeks* very often at *Boot Camp* kind of goes like this. Number one or part one how many deals have you closed to-date and what was the best deal and give us some numbers around that? So we'll start with Dawn.

Dawn: Well I don't like numbers. I have done it's 10. I think it's 10 term notes. My favorite was my first because it was the last day of *Flight School* and it happened that morning and I just got a phone call and it was can you call me at this number and it happened in less than 15 minutes. I sold my first property on a term deal. I didn't even know what I was doing. Scott scolded me on *Flight School* because he was like, "You didn't set up GeekPay? Because that's what I taught you to do." But it's always going to be memorable for me because it was a 15 minute deal, you know no questions boom, boom got straight setup that day. So that was fun and numbers I don't know. I have a spreadsheet but I don't know the like the passive coming in yet it's just I'm not getting that part.

Erik: Okay. Racyne?

Racyne: So I think I've closed five deals so far. A couple are wholesale and I have like three notes and then my favorite was like my first one. I was telling Dawn I was like, "Oh my gosh this lady like she just truly wanted to buy this property and she gave me her whole like story about how she's dying and she only has like two and a half years to live and she's got cancer." Then I was like oh my gosh what! I mean like she wants to do something for her kids and I was like, "Okay yeah no problem." So I mean

that was very touching and surprising and I was like what do I do oh my goodness and then I think so I bought the property.

It was two properties and I bought them for a total of \$902.50 and I sold it to her for I think it is like \$4800 and she's paying like \$200 a month and I think I got 4' something down. Well part of it was the doc fee but I got like a total of 450 I think and then she's going to pay it off in two years. Then she wants to buy another property in Nevada then I contacted Dawn and I was like, "Hey so don't you have that property in Nevada?" Then I got it through her which was actually through Tate. So that I definitely liked, yeah.

Mark: Awesome nice, nice. 'Dude Buddy' Scott Bossman the 'Nite Cap OG' what questions do you have?

Scott Bossman: Tell us a little bit about your why. What in addition to passive income what are the reasons you're doing this? We all have very strong whys I think so. A lot of times they overlap but tell us a little bit about that. Dawn?

Mark: Racyne or Dawn we'll start with you.

Dawn: Okay. So I have been an educator for the last you know over 20 years and you know make kids are getting older and I discovered like I said the Wealth Without Wall street and they talked a lot about passive income and financial freedom and that's not ever been in my language and then when I heard you know about how to generate this type of passive income through this selling land it just picked my interest. So the why for me is future for my family and then I love the idea of being able to work when I want, where I want and with who I want, you know yeah.

Mark: Nice. Now Racyne

Tate: Solid.

Racyne: For me I am a hair makeup artist and you know I'm not getting any younger, my body is starting to hurt, I have to stand all the time. So I figured out that this would be a good I guess supplement and I guess hopefully it will replace what I am doing and I can retire from that and then yeah travel that's what I want to do.

Mark: Do people in Hawaii actually travel? Like where would you go?

Tate: They go to other islands.

Mark: Like do you call Dawn and be like I guess I'm going to go to Lanai today?

Racyne: No. In fact I went to Budapest in March and I was at the airport and I was messaging her because I was trying to do my mailings. I brought my laptop and I was like oh my gosh somebody responded to an offer letter and oh my God it's like a trust. I don't know what I'm doing, I'm getting on a plane, this is ridiculous, I don't know what's going on. She's like, "Oh don't worry." I'm like oh my God but yeah just to get out of here.

Mark: You closed a deal in Hungary or Bonduelle?

Racyne: No. I mean I started the process and then I'm still going through it now because apparently, I guess the lady lives in Africa, South Africa or something like that. I don't know how this works. So we'll see.

Mark: All right cool, cool. Both of those are wonderful whys. Mimi Schmidt let's get that grill going, the 'Terrorist Hunter'.

Mimi: I want to know what your biggest obstacle has been so far and what your favorite part about the business is? Dawn you want to go first since Racyne just finished?

Dawn: Okay. Well the last two weeks I've gotten on this sour span on Facebook. I think the first time it happened I felt devastated because it's my main marketing avenue and I was just I felt just you know lost and then I talked to Mimi and you know she was like start having a backup plan and so I did. I think it happened again yesterday for 24 hours. I don't what it is like my leads the messages that we've been exchanging they can't see it, it just disappears. Luckily, it's gone away again so this morning I woke up and I started getting messages like ding, ding you know started coming through. I think that's been an obstacle, I feel like right now there's just.

Mimi: Setup a quick call I know what that is.

Dawn: You do? Oh. So yeah that's been an obstacle for me right now and then my favorite thing is talking to the people. I love talking to the people and when they tell me you know they have this dream or that they've wanted to do this and they never thought it possible and certainly hearing their stories it just you know I love it. I met this one guy who he's a nurse and you know he has a family of five and he's just so excited and it's just those stories are just the ones I don't want to miss and half the fun.

Mark: Racyne?

Racyne: The biggest challenge for me was starting up the whole Craigslist thing because you know we're in the middle of the ocean, you know, far from anything and just trying to post to Craigslist was a challenge. So luckily I think Dawn found somebody or she was referred to somebody from Larry, right Dawn? So I didn't use that guy but I did find somebody else on Upwork to actually post for me which has been good. So yeah that was the biggest thing because I was like how do you even market. I don't know what I'm doing and at the time I was in Hungary I was like I don't know, I'm missing class, I don't know what's going on.

So yeah that was the challenge and then the thing I love most also is like Dawn I love talking to the people, you know, getting their back stories. This one guy that I just had a deal with yesterday he's so excited like he's going to have a farm, he's going to do this and that and he's talking so fast and I was like, "Oh okay." I couldn't even tell I was like yeah there's a doc fee but never mind it's mine just yeah.

Mimi: Awesome.

Mark: Nice, nice. Tate, did you have something you wanted to add, you know?

Tate: No, no I was just smiling because I just love you guys' enthusiasm. I love the fact that you fully embraced being a land investor and because you're developing that passion about what we do and how we help people you're having success. And it's clearly obvious to me that your success is not by accident, it's not by chance it's a result of you caring, it's a result of your hard work and the energy that you share with people it's contagious. So I'm just really excited about it. It makes me happy because you get it, you figured it out, it's no secret.

Mark: You know that's so true, it's so true. Zen Master what questions do you have for *Hawaii Five-O*: Dawn Perasa and Racyne?

Mike: I would just like to know you know you both experiencing success what's the goal one year from now? What are you looking to do within the next year?

Racyne: I think for me it's now letting go of the face. You know like having someone training VAs and having people help me and work for me that way so that I'm not working in the business but I'm working on the business. I'm scared of it because I think that part of the secret is you know responding

really quickly and you know when they start connecting with you know who's going to be another me that's the part I'm afraid of.

I mean I'm not trying to sound conceded or anything it's just who is going to respond the way that I responded, who is going to care the way I cared. I don't know but I think that they exist out there. So in a year I'm hoping that I'm just looking at it from the bigger picture and operating that way. Like you know when I see Mimi and her Trello and it's all like this is going here and automate it here and this and that I want to be there.

Mike: Awesome yeah.

Dawn: Yeah. I mean I would have to diddle that too. I don't want to be a slave to my business. You know like I've already done that with my hair makeup stuff it's constant, it's kind of annoying but you know there's only me and that's how it is. So for this I want to have you know want it to be automated and I have to think about it so much. But I also want to have like \$10000 at least. So I don't know if I can do that in a year but we'll see.

Mike: Okay awesome.

Mark: I love it. Before we go to Scott Todd and his question I just have to quickly mention our sponsor this week which is *Flight School*. Learn how the next 16 weeks can literally transform your life, start creating passive income without renters, rehabs, renovations or rodents. Go up the mountain of land investing quickly, safely, and efficiently with none other than your Sherpa Scott Todd. To learn more just schedule a call with the 'Dude Buddy', 'Nite Cap OG' Scott Bossman or the 'Zen Master' Mike Zaino - TheLandGeek.com/Training, TheLandGeek.com/Training.

Which leads me to my question so rarely do we get a chance to talk about Scott Todd right to his face. So my question is after 16 weeks of *Flight School* what was *Flight School* like and do you look back on it now and like what was that experience really like for you going into it? You know like why not just do the *Toolkit*? Racyne you want to start?

Racyne: Okay. So I purchased the *Toolkit* in December and at that time there was an offer to buy a piece of land. So I was like okay cool I don't know what I'm doing but I'm going to do this. So I tried to watch the videos and go through it myself and was like, "Yeah, I don't think so."

So yeah I think at that time too they were advertising where for *Flight School*. So I called Scott Bossman and you know I talked to him and it was just for me I was just like; yeah, I need direction because I have no clue

how this land business works, I don't know. I mean I can watch this but I still don't get it. Like I need actual interaction and someone to push me. So that's what I did and it was very, very helpful. So I totally recommend it.

Mark: What was it like with Scott Todd every week though?

Racynne: It was really good. I liked Scott Todd. In fact I was telling Dawn as we were watching one of the old lessons and I was like oh I actually miss class with Scott Todd. She's like, "I know what you mean." So like yeah.

Mark: And again I'm not paying for Racynne to say any of these Scott just so you know.

Scott Todd: Maybe I did. Maybe I paid her you don't know.

Mark: How would you know what question I was going to ask?

Scott Todd: Listen a smart guy always covers all his bases.

Mark: That's true, that's right. Dawn, how about you what was your *Flight School* experience like?

Dawn: Well I always found that different I'm from the international plan I couldn't make the classes you know at that time because I was working. So it was a little bit harder because I didn't have that immediate interaction, and I had to watch it a few days later. So I had to go on to my new network and I had to like find people that I could message and ask them questions because there were still things that I didn't really quite connect with right away. But I was lucky because I was able to have a coach you know through the process and so I got Mimi. So that was really helpful. Like I started calling Mimi and you know she kind of helped guide me through things and I think that filled in a lot of gaps for me.

So it was really helpful and I was able to actually go on a very, very last class of *Flight School* and I remember Scott was like, "Well here's a name I never saw before and Dawn you know who are you? So later one of our classmates I didn't know him but he messaged to me he goes, "I thought it was a hoax." He goes, "I thought you just came on. You are one of their background sidekicks because all of a sudden you appeared, you had a sale, and you know." But it just happened that way, it flowed and all of it was real.

Anyway I enjoyed *Flight School*. I feel like I still go back to the videos, I have to watch. I have a hard time with numbers like I said so the yield thing

for me was not easy. I got the calculator I couldn't figure it out. I had to ask Racyne a thousand times where do I put that number in, how does this work? But Scott he went over it in class and it's like I watched it again and again and again and I figured it out. Anyway so *Flight School* for me was really helpful. Filled in a lot of the holes that I couldn't find when I had the *Toolkit* first initially because I got frustrated. I watched every video in the *Toolkit* for the first two weeks and then I got to the *Toolkit* part and then I got stuck. So I think that the *Flight School* question was really helpful you know and that way filling it in and then getting that support you know through the coaches, through Mimi and the people in the community.

Mark: You know that's awesome and you know everyone who works with Mimi loves working with Mimi but we don't her to get too big ahead. So Scott Todd any questions?

Scott Todd: Mark, I appreciate all the kind words about *Flight School* I'll pay you later as we previously agreed and no Dawn was not a plant in the last one. I mean I guess it could be like that but she was a planted person and she's a real person who executed on it. You know one of the things I love about your story is that there's a them that I continue to hear that you say which has to do with you don't what you're doing and it doesn't seem like you really care that you don't know what you're doing. Like aren't you afraid of making a mistake?

Dawn: [laughs]

Racyne: You're laughing because I make mistakes every day and I heard zero using the Land Arb. It was like you said there's homework, you need to do this and I started. I was like woo, you need Tate Litchfield, call him. Okay I had zero idea what I was doing but I just jumped in. I think maybe not having that fear. I'm more fearful being on this podcast and this Lives than doing all the other things.

Dawn: Yeah, you just have to trust and believe in just follow the recipe like you said. So yeah.

Scott Todd: You know Mark it's music to my ears because we see so many people that they might go through *Flight School* but they're scared of making a mistake. They're scared of an ad like not sounding professional, who cares. They're scared of oh my gosh I might get something wrong, who cares right. Like we've all made mistakes in this business, mistakes is how you learn and you know if you're going to get locked up and frozen because you're looking for perfection then you're never ever going to achieve the results that you're hearing about on this podcast because the reality is that

you just have to let go and I love what you said Racyne which is follow the recipe. So I mean that's really the secret I think. Often times we'll hear people say like Mark someone asked you the other day, "What kind of mindset does someone have to have to be successful?" I think we just summed it up here, right. Anytime we're ever asked that question in the future just do that little video segment right there that's it have the Hawaiian mindset.

Mark: The Hawaiian mindset yeah. I know it is true and you know they're babies like literally like babies in this business, like four months ago they knew nothing. Now Dawn closed 10 deals, Racyne closed 5 deals. If you can close one deal this thing scales. Like you can close thousands and thousands of deals and we always over estimate what we can accomplish in a year but we underestimate what we can accomplish in five and both of you are on that track of getting rid of solo economic dependency and have your passive income exceed your fixed expenses. Working because you want to, not because you have to.

Racyne is going to be able to travel around the world, making money in her sleep, letting the machine do what it needs to do. Dawn's is going to be able to spend more time with her kids doing what she wants to do, not have to worry about you know the labor union at her school or whatever happens there and it's really thrilling to be able to witness it at this point in time. What is really so cool about both of you is you didn't even know each other, you're both from Hawaii and you know it's not like Boston everybody got a really strong work ethic in Boston because there's nothing else to do the weather stinks all they have is work but you live in like paradise and getting things done and doing deals joyfully, which is even more impressive. Because if I lived in Hawaii I would be surfing every day or die trying.

Scott Todd: Mark, I mean let's be honest man. Like was it Tate that said had they closed a deal on the beach? Why would they do that? Why would they work on the beach man it's play time on the beach.

Tate: Yeah.

Scott Todd: It's now time to work, c'mon Tate that's a terrible thing to do. That's what Scott Bossman does...

Scott Bossman: You seal deals on your bike Tate?

Scott Todd: ...put on the socks and sandals and go work on the beach.

Mark: Yeah.

Tate: Scott Bossman does wear socks and sandals.

Scott Todd: We think, we think.

Mark: So we're at that point now on the podcast where we get to put Mimi Schmidt the 'Terrorist Hunter' on the spot and ask her for her 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: This is the link to AirTables trainings. Sign yourself up and get notifications on all their trainings. I get a lot of students that are new and you know us coaches we say go out and get AirTable and they want videos on how to use it. I always suggest people go get Erik Peterson Posting Domination template out there but here you can get all hooked up with the latest stuff they're doing. They actually send out emails too. They have all kinds of new roll ups, look ups, and count fields that you can use to summarize your data so you can manage it instead of working in the business. That's my tip.

Mark: Dawn, what are your thoughts on that tip?

Dawn: I love it. I love AirTable. I use Erik's Posting Domination kit. I had a hard time with the formulas so I just manipulated it a little but I love this, yeah great tip.

Mark: Racyne, what do you think?

Racyne: I love AirTable too. I use it and I was used to working off Erik's one but yeah I made some adjustments because I don't understand the formulas either but yeah working on it.

Mark: You know absolutely. I mean it's been I can't remember the last time when Mimi gave us a dud of a tip.

Mimi: Well thank you. That's very kind I try.

Mark: Yeah. You're literally trapped by success now Mimi.

Mimi: I know.

Tate: The only way out Mimi is like a JotNot Pro tip or something like that.

Mimi: I know and I think I've had those. I think I have had to do JotNot Pro tips like for a month or six weeks.

Tate: Yeah, one is not going to get you off the hook it's got to be consistently...

Mimi: ...stinky for a long time.

Tate: Yeah. I mean somebody we know has set that bar pretty low. So you're going to have some trouble beating that.

Erik: I am really happy about that actually.

Mimi: I know you did it right Erik.

Scott Bossman: It was all in his plan, all in his plan.

Mark: Well I want to thank Dawn and Racyne out of their valuable days to share their experiences and their wisdom in there land investing journey with all of us. I just have one final question for both of you, Dawn you can start. What would be your final words of encouragement or final words of advice to somebody who is listening to this podcast and they're kind of on the fence on whether they want to do land investing or go into *Flight School*. What would be your advice?

Dawn: *Flight School* all the way. Go to *Flight School*, find an accountability partner that you can connect with because you need that and then merge yourself in the community on Facebook there's a lot of folks that are willing to help and there's some fine people out there. I just really quick Larry Overstreet I met him because of Mimi and I feel like Larry he took two hours one day on Zoom with me showing me how to do due diligence and he just shared with me so many things that I didn't know that I needed to know. So you know and he still supports me. When I told him I was going to be on Live he just gave me this really nice message and he makes me really feel like you know I'm doing things right. So I think that's the ultimate in this community and *Flight School*.

Mark: That's awesome.

Mimi: You're making me cry Dawn.

Mark: OH.

Mimi: And good news for Larry his son was assigned an F-16 in drop night this past weekend. His youngest son is going through flying training he is going to be in fighter training in the next year pretty exciting.

Scott Bossman: Wow.

Mark: That's awesome. Congratulations Overstreet if you're listening. I know they are that's awesome. Racyne how about you final words of advice?

Racyne: Yeah. Just sign up for *Flight School* and just do it. Follow the recipe you know, keep marrying and marketing. I had no clue what that was but yeah now I'm doing it. So it actually works. So just yeah keep going.

Mark: That's awesome that's awesome. I want to again than the listeners, thank Dawn and Racyne and if you're listening to this, you're getting value the three nicest things you can do for us is subscribe, rate, review the podcast. Send 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*. Is everybody ready? We're going to do this one, two, three.

All: Let freedom ring.

Mark: Not bad.

Scott Bossman: Not bad.

Mike: Awfully close.

Mark: Awesome. So Racyne and Dawn I imagine you guys can tell me if I'm wrong but in quarantine you guys are like not bothered at all because you're in paradise. Am I wrong?

Dawn: No, my nails all came off and I have white hair everywhere. I'm bothered every day.

Mimi: I can relate. The ladies can relate.

Dawn: Yes, I'm falling apart at home.

Mark: Racyne how about you?

Racyne: I mean my roots we getting so grown out I had to get my husband to help me and he thank God he only did the back of my head because I

could tell that it wasn't very good at all and now he wants me to cut his hair. I'm like are you sure?

Mark: Yeah. I did offer to do like the foil thing for my wife and she's like I don't want to look like have I think they were zebra lines or something. I don't know what she was talking about. Like lying lines I didn't understand. So I'm like I can go on YouTube and do this and she was very scared.

Racyne: Yeah, I know.

Mark: So now no good.

Racyne: No.

Mark: All right. Mimi is Dave going to just bring up?

Mimi: Oh Dave looks like he's right out of the 70s it's ridiculous. So I'm thinking my daughter is going to help me. I tried the root magic Root Erase off from Amazon but it wasn't enough. I'm trying to promote my hairdresser to start her own home business. I'm a huge fan of starting home businesses for the ladies, right?

Dawn: Yes.

Mimi: I've got to keep talking with her.

Mark: Nice, very nice. All right well thanks again everybody and this was really fun. I think we should continue doing this and grilling different geeks. Maybe I don't know... who else could we have jump on the Round Table? We hit the Hawaii 'The Land Arb Queen'. But Racyne we've got to give you some kind of nickname. What's Racyne's nickname going to be?

Tate: It's tricky.

Erik: I feel like we should give that homework to Mike Zaino because he works in the Fire Department.

Mark: Yeah, everyone has got a nickname in the Fire Department.

Erik: Yeah, he could figure that out. They might not be appropriate for radio but...

Mark: It's true. Mike's afraid to talk now.

Mike: I'll see what I can do.

Mimi: Do we have enough people from overseas that we can do an international one besides Horst.

Mark: We've got Horst.

Scott Bossman: Ben from Germany.

Mark: There's Ben from Germany. Those two guys we should do an international one because then we could talking about...

Scott Bossman: [00:38:30] [indiscernible] from Australia.

Mimi: Yeah. We could do international. Maybe in north east.

Mark: The virtual mailbox and how they do that with their offers, the mails and deeds.

Mimi: Yeah.

Mark: That would be a really good one.

Mimi: Yeah, because they have some interesting challenges besides the time zone that you guys have Dawn and Racyne. There are some other interesting challenges with language and laws. It might be interesting.

Mark: Yeah, just like notarizing documents there is very different. Scott Todd you look like you're furloughing your eyes.

Scott Todd: No, I'm just trying to figure out something here.

Mimi: There's something here.

Mark: Yes, Scott's like me he's got the attention span of a ferret on a double cappuccino.

Scott Todd: Just trying to figure out some little issue here but it's all right.

Mark: Well on the Surface?

Mimi: Good try.

Scott Todd: Not at all. Surface is rock solid Mark.

Mark: Is it?

Scott Todd: I'm trying to answer a question.

Scott Bossman: Is it?

Scott Todd: I'm trying to answer a question for our great LG Pass development team because they're like one question away of being able to roll out our remaining program.

Mark: Oh man that program is going to be ridiculous. It is so good.

Scott Todd: It's live... it's not live right now. It's like one step away from being live. All I've got to do is give them the thumbs up and I'm just having them look at one thing that's all.

Mark: All right awesome.

Racyne: Can you make a fav' icon for the LGPass so I know which tab it is.

Scott Todd: We have one.

Racyne: Really?

Mark: Wooo.

Scott Todd: Ahhh.

Mark: Why is it not showing up?

Racyne: Mine just looks like a glow.

Scott Todd: Weird. Okay, your request will be fulfilled.

Racyne: Oh thank you.

Mark: Nice. All right well thanks everybody. Scott and Mike are you guys going to stay on we do a Facebook Live?

Mike: I have a hard stop. This is... I can't. So I have like to anniversaries, isn't that weird? Today is one of them.

Mimi: All right.

Mark: Happy anniversary.

Mimi: Been there that's okay. Happy anniversary.

Scott Bossman: I'm confused.

Mike: I know.

Mimi: They got married by the justice piece and then they got the church wedding.

Mike: See.

Scott Bossman: I got you.

Mike: Very simple. That's why she's the detective.

Mark: I feel like there's a story there.

Mimi: There is, yeah.

Mike: Am I turning red?

Mimi: Your ears are turning red. Yes, you're turning red.

Mark: All right.

Mike: I've got a hard stop in 30 seconds.

Mark: Yeah, you better go. All right thanks everybody.

[End of Transcript]