



# 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](https://LandOpia.com),  
Tate Litchfield - [FrontierPropertiesUSA.com](https://FrontierPropertiesUSA.com), Mimi Schmidt –  
[ParcelNParcelProperties.com](https://ParcelNParcelProperties.com), and Scott Bossman -  
[LandBosses.com](https://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](https://TheLandGeek.com) and on today's Round Table, we've got the usual suspects. We've got the 'Technician' - Erik Peterson. Erik, how are you?

**Erik:** I'm good.

**Mark:** Good to see you. We've got 'Dude Buddy'/the 'Nite Cap OG' - Scott Bossman. Scott, how are you?

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

**Mark:** I'm great. 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 fine. How are you today?

**Mark:** Pulse is still normal; respiration's fine, thanks for asking. Of course, we've got 'I love it when you call me Big Poppa' - Tate Litchfield. Tate, how are you?

**Tate:** I'm doing well. Happy to be on today's podcast, feeling good.

**Mark:** Good to see you. By the way, you know what would be cool?

**Tate:** What's that?

**Mark:** If I could look over your shoulder. Oh wait, I can. You guys, if you want to watch how Tate works, just go to [TheLandGeek.com/Lots](http://TheLandGeek.com/Lots) (Look Over Tate's Shoulder).

And last but not least the 'Brain', the 'Professor', your Flight School Sherpa - Scott Todd from [ScottTodd.net](http://ScottTodd.net), [LandModo.com](http://LandModo.com). If you're not automating your Craigslist and your Facebook postings - [PostingsDomination.com/TheLandGeek](http://PostingsDomination.com/TheLandGeek). Learn anything about anything - [InvestorNinjas.com](http://InvestorNinjas.com). Scott Todd, how are you?

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

**Mark:** I'm really excited for the Round Table topic because it's a meaty one, it's a good one and I'm really curious to see how everyone's going to handle this issue. So if you would, could you kind of explain to everyone what the topic is for our Round Table discussion today?

**Scott Todd:** Yes, okay. So here's the deal, sometimes buyers can be a pain in the butt, right? Like, we know that right from the get-go. So they're asking for everything - they're asking for... or they're saying they're going to do something, then they don't do it. Like, "Hey, I'm going to look at the property this weekend." But then they don't or they say they're going to put a certain amount down and then they don't and then they try to renegotiate or they try to do this or they try to do that or they try to change their dock fee or whatever, right?

Right from the beginning, they just make you want to pull out your hair and you get to the point where you're just frustrated with them and the transaction's only beginning - it's a terms buyer. What do you do? How do you get out of this thing? How do you fix it? How do you tell them, send them back or do you keep working with them? What do you do? What do you do when you don't just like the buyer buying from you?

**Mark:** Yeah. I feel like this is right up Erik Peterson's alley because arguably one of the nicer people on the planet, he's got to have some diplomatic way of not working with people he doesn't want to work with. So Erik, let's start with you.

**Erik:** Yeah, so this is an interesting topic. It's something that's not easy to deal with, okay? I had a similar situation maybe a week or two ago. I thought I sold the property, collected down payment doc fee and made up the contracts per the request of the buyer so he gave me his wife's name and his name, they wanted them both on the contract so I made those up, sent them over. First thing he does is email me back the next morning to say, "Hey, my wife's legal name is 'x', not what I gave you. Can we change the contracts?" I'm sorry no; there was one other thing before that. First it was, "Can we get a prepaid discount? If we pay this off in 90 days, can we get the cash price?" I said, "Sure, if you can pay it off in 60 days, I'll give you the cash price." So I adjusted the documents to reflect that. Sent them over then the next morning it was the wife's name, right? "It's this not that." And I'm like, "Alright, I already redid the contracts once, now you're asking me to do it again for your own mistake." But I was like, I'm going to delay, but I'll probably do it, right? Well, a little bit later that day, he emails me back again. Another issue comes up. He says, "Looks like the taxes aren't paid on this property. Can you explain why that is?" I say, "Yeah, it's no problem. I'll take care of it before you sign the contracts. I'll show you a receipt." Whatever. At that point, he emailed me back with some other concerns and he was like, "I don't know if we can trust you. You haven't paid the taxes. I'm just not feeling good about this deal." And I'm like, perfect, I'm done, let me refund your money and I've got someone else to sell this property to.

That one, it kind of just fell into my lap that I had the opportunity to exit. You know, I think that depending where you are in the process, kind of depends how you can exit. If you're still in negotiations and you haven't collected any money yet, like they're quibbling over what that down payment is, it's this or it's that or whatever, at some point during that process you know if you're getting frustrated, I would just exit before ever collecting a down payment. I would say, "Hey, either takes this number that I'm offering or leave it and I'm fine either way." Kind of a thing. Hopefully expecting that they're not going to agree to that and I can just move on.

If I've collected money and they're wanting to change that amount by, I don't know, taking some money back out of that or whatever the deal is, I'm probably just going to gracefully try to tell them, "You know, this is the best I could do on that property at this time. Let me refund your money. We'll both go our separate ways and best of luck in your search for land." Kind of

a thing. So it all depends where we're at in the process, but if I can, I'm going to find a way to get out in those kinds of situations.

**Mark:** I like that. I like that a lot and you're not creating any ill will in either one of those situations and ultimately you're getting rid of someone you don't want to work with without them feeling like it's almost like the breakup. It's like, it's not you it's me, I'll refund your money. I'd be curious though, what somebody with maybe a heavier hand might do. The 'Dude Buddy'/the 'Nite Cap OG' - Scott Bossman, what's your take?

**Scott Bossman:** So for me, there's kind of two parts to this: there's the diagnosis part and Erik kind of alluded to this earlier, where you're interacting with people, you're negotiating with people and then there's the true monetary transactions, paperwork and all that stuff. There's a healthcare analogy I like with this and as a physical therapist, when I'm interviewing somebody about their issue, I need to be really good at a differential diagnosis. When I or my teams are interviewing a potential buyer, we need to be good at determining if this person is right for us. Are there green flags? Are there yellow flags? Are there red flags? And through my interview, I'm going to be able to determine, hey, if they're all green flags, let's go. There are no issues, they're telling me that they're willing to put down the doc fee and the down payment and agree to the monthly payments, they're going to put more on the down, they're very agreeable, I give them documents that support my legitimacy, they don't give me any heck, if it's a tax issue I pay it off, they're fine with it, green flags all the way.

Then you have yellow flags. "I want to live on the property." "Well, no, you can't do that." "Hey, can I adjust the pricing?" "I mean, I might wiggle on the down payment a little bit, but this is all I'm going to do." That type of thing. So I might work with those people. And then you have the red flag people. They're looking for a place to live tomorrow. You can get a sense from them, they even say to you, "I'm on disability." Or "I'm on social security income." That type of thing. You know that their monthly income isn't stable and that may lead you to believe that they might not be a good customer for you. So that's the first part.

**Mark:** Can't finance the recording fee.

**Scott Bossman:** Yeah and then the second part is, after you've committed to a contract with somebody you know I think it all depends on where you are in the process. We've had people pay a doc fee on our website and then it becomes a major headache and we just say, "Hey, this isn't going to work for us. I'm refunding you." If they've signed the paper work and that type of

thing, we just try to be no nonsense about the fact that, hey, here's the paperwork, we signed and if we feel they're going to be a headache, we do not work with them significantly unless we get a good feeling about the relationship.

**Mark:** You know I love that. I love the differential analysis too. That's a really cool, geeky way to think about it. But speaking of cool, speaking of geeky, speaking of scary, this is somebody that I would not want to upset, is the 'Terrorist Hunter' Mimi Schmidt. Mimi, what are your thoughts?

**Mimi:** Well, I have to tell you a situation that I had. I sold or thought I sold a terms property, 20-acre property, is one of the most expensive ones ever, had like \$32,000 property, okay? A couple of days sit down on the doc... oh no, the doc, they sign the paperwork, okay, and a couple of days go by and I haven't gotten the down and I get a phone call from this young guy, says he's the neighbor. That he met these people, they said that they're both convicted felons and that they want to live on the property. They have five children, three of which are under the age of three. They have a very broken, rusty old van that they want to live out of that has broken windows. So I'm thinking in my head, one-year-old baby wakes up in the middle of the night or two-year-old baby wants to go to the bathroom and there's waist-high snow. Where are they...? I was a little stressed, so I called them up and said, "Hey, I haven't gotten your down payment, it's been three days. I hear you want to live on the property that is a violation of the county laws, I'm going to have to send your money back." So they send me the down payment through PayPal and I send it back because I'm paranoid.

So they hire an attorney so then I get summons, a complaint. Oh gosh, I was so stressed out and I called the attorney and asked, "Do you have children? Do you know these people want to live out there on the land with their babies in the van with broken windows and 20-degree weather?" He thought I was just a rich person that was taking advantage of these poor people, so this is what I did. I said, "How about this, I have a \$5000 property, I'll give it to them half off. That way they have the deed, they can do whatever they want with it." He said okay. So I learned, one, I changed my note to have a 72-hour time limit. If you haven't paid by, that it's defunct, and I also gave these folks until Sunday night close of business to either take that property or not and they didn't, but then they were gone; so stressful.

**Mark:** You know, that's crazy though, that they're getting an attorney involved. You can reserve the right to refuse to work with anyone you want. You're not obligated, you own the land. I don't have to sell you the land.

**Mimi:** They said that the note was active, was in effect because they'd signed it, but they hadn't paid the down.

**Mark:** Yeah, there's no note until this guy has paid consideration. This attorney is terrible.

**Mimi:** Yeah. This went on for like three weeks. I was so stressed out but yeah, we signed an agreement, right? I mean, I offered them a more affordable option and was willing to give them a big discount to get them to go away but.

**Mark:** Wow. If that ever happens again, please Vox me, I'd love to get involved on that.

**Mimi:** Thank you, I appreciate the help.

**Mark:** I'd be happy to ease the stress. Okay, but fundamentally speaking, getting back to the issue though, how do you handle, besides obviously an anomaly, how would you gracefully sort of get out of a transaction?

**Mimi:** Well, if what they want to do is against the county regulations, that's easy to do – just slide them their money back and send them the county leg', right?

**Mark:** Right.

**Mimi:** And also, I was willing to negotiate a different deal for them that did work for them.

**Mark:** Okay, I mean, that's a bit hard to work with ex-convicts with young kids and not making good choices. Like where's the you're-not-making-good-choices-in-life clause?

**Mimi:** Yeah, exactly. So yeah.

**Mark:** All right, let's hear from Tate. Tate, what about you?

**Tate:** You know, I love the 'it's not you, it's me' conversation. It doesn't happen very frequently, but I have had to fire a few customers before in the past and you know, typically that conversation sounds a little bit like this, "Scott, I really appreciate working... you know, having the opportunity to earn your business but what I've realized is we cannot deliver the quality of service that you are expecting. As a result, I'm going to go ahead and issue

a full refund. Every penny you've given us will be refunded to you and we're going to part our ways going forward."

A lot of people are okay with that when they find out they're getting all their money back. Some people will push back and be a little upset with it. Obviously, you can't just void a contract, but if you can let them know that, "Hey, this is not going to be the start to a beautiful relationship and I don't think it's based on trust. Obviously, you're not confident in the documents that we're sending you, so as a result, let's prevent any headache and let's part our ways." People respect that, I think. So that's typically my method for getting out of something. Yeah, that's what we do but honestly, it's not something we see on a weekly, monthly basis. It's pretty rare that I can't get along with somebody. For the most part, if you make your monthly payments on time and aren't breaking the rules, we're going to be good friends, that's fine. Welcome to the family.

**Mark:** Yeah. I'm still getting upset about the whole Mimi situation. I don't even like that she gave them a discount on another property just to make them happy. What would you have done in that situation?

**Tate:** In that situation, oh, I would have had at it with the attorney. I would have loved that.

**Mimi:** I would like to tell you this part, the neighbor set up a video camera and had video camera of them chopping down wood on the property. Yeah, they started defacing the property. I know, I was so stressed.

**Tate:** I would have loved dealing with it.

**Mark:** At this point I would like fire up the drone. Oh my gosh.

**Tate:** Yeah. Like Mark, I was sitting there licking my chops because this could have been fun. I've got nothing better to do. I would love to have a phone call with that attorney.

**Mark:** Yeah. Tate and I would... just let us handle that from now on please.

**Tate:** I'm going to pass you on to my representatives, my personal representatives. Scott will just get jealous. Like Scott, I can see him, he's like, "Wait, don't forget me. I want in on that too. I want in on that."

**Scott Todd:** I actually had an attorney once call because we had purchased some land from somebody that had some notes on it and the lady was making payments every month for her son who was in prison. So every

month she was making the payments for her prison-bound son and she was literally... I would see her name. She would call every month and she was a pain in the butt. I couldn't stand her, just to see her phone number, okay? And one day she says to me, "I don't think I should have to pay this thing." And I'm like, "Well, it's your son's responsibility, why don't make your son pay?" That's when she told me, "He's in prison." And I'm like, "Well, it sounds like it's his problem, not your problem." I'm thinking like, please, just do something. Please go away.

Well then one day, her attorney calls me and he's like, "Hey, listen, we want to see the note that was signed by the son." And I'm like, "Well, turns out, we don't have the note, sorry, I don't know what to tell you." And we didn't have the note because we thought we did but we didn't. So I went back to the people that we bought the deal from and they were like, "Well, we don't have the note either." I'm like, "Hey man, we don't have a note." He's like, "You don't have a note? Then it's not enforceable." And I'm like, "Well, what are you saying? Are you saying your client's not going to make any more payments?" And he's like, "Well, what are you going to do? Sue her for the payments?" And I'm like, "No, does she not want to make the payments anymore?" He's like, "Well, she's not going to be making them until you produce a note." And I said, "Okay, no worries, have a good day." And I'm like dancing, jumping up and down, I got rid of the lady. They think they're intimidating me and I'm like, "Let's wholesale the property, we're done."

**Mark:** Yeah. Just from aside, if you're listening to this and you get an attorney letter, an attorney call, just know that 90% of their effectiveness is in their intimidation tactic. So, from a legal standpoint, 90% of the time, they don't have a legal leg to stand on in this business. We have contracts, there are laws involved. Like it's just intimidation to get what they want for their client and there's no reason to stress out, panic, hire an attorney, because they know deep down what they're doing is just a game. They're not emotionally involved in this, their client is, and they're getting paid by their client, so you can ignore them, you can just email them, you don't have to take up any of your time saying, "No, I disagree." And let the client pay as much money to that attorney as they want when all of a sudden, they realize, they start doing the math "This is not worth it and I'm going to lose." So just on the side. You know 20 years in the business you know how many times I've been sued? Donut.

**Tate:** Donuts baby.

**Mark:** Donuts and there's a reason



**Mark:** So usually in real estate it's not a matter of if, it's a matter of when. Just say look no worries I'll refund them, no problem. But let that client's attorney make some money, drag it out a little bit. Anyways Scott Todd, do you have any other insights for us?

Scott: I would just say look if you're going to do anything like be honest with the person, right. Like it's no problem by saying, hey listen..., early on if you don't like and you've got the spidy sense or whatever there is no issue with saying to them, "Hey listen what we are about to enter into here is a long-term relationship, right? Like you and I are going to be partners here while we pay down this note together while you make the payments, basically. You know, we're going to be working together."

My best customers are the ones that just like the deal as it is and do what they say they're going to do and those are my best customers. You know, like when someone tells me that, you're going to put down X amount of money and then you don't and like now you want to renegotiate, those are not great customers, and then it does not end well. It always ends badly. So, in order to spare you and I pain what we're going to do is we're going to park separate ways. I appreciate your interest in the property and if they did make a payment, hey, I'm going to refund the money to you and just be done with it, and don't worry about looking back. Because ultimately, ultimately they're just pain in the butts and they don't mix with your style and that's just the way that it is.

**Mark:** You know it absolutely. Before we get to our tip of the week, I just want to remind everybody today's podcast is sponsored by Flight School. Learn how the next 16 weeks of your life can be transformed, one time sale start making that passive income, start building your wealth, start building a passive income machine but do it quickly, safely, and efficiently with Scott Todd as your Sherpa going up that mountain. To learn more go to [TheLandGeek.com/Training](http://TheLandGeek.com/Training). Schedule a free strategy call with 'Dude Buddy'/the 'Nite Cap OG' - Scott Bossman or the 'Zen Master', Mike Zaino, again, [TheLandGeek.com/Training](http://TheLandGeek.com/Training). So I do have a tip of the week, by the way, based on this conversation, but I'm certainly not going to rob Mimi of it. Mimi do you have a tip of the week this week?

**Mimi:** Of course. Yes, I do.

**Mark:** All right. Well, my other tip is a really good book to read is *Difficult Conversations*, because it really does apply to a lot of what we're talking about. The other just quick tip is when you're talking to people that are difficult, and that you don't want to work with, never ever start with you. Always start with I always make it about yourself. I'm not comfortable going

forward with this, because based on my experience this is a long term relationship and I feel that just the way we're starting we're getting off on the wrong foot. I want to refund you. I want to make this right.

There is a company out there I know can make you happier than me, [LandOpia.com](http://LandOpia.com), contact Erik Peterson. He is a fantastic person. You're going to thank me for that. His property is beautiful. He is the same guarantee as me. It's a legacy. It's a tradition. We're going to part his friends. Thank you so much. And I wish it could have worked out.

And so it's I, I, I, it's never you're being difficult. You know, you're asking for too much. Then they're going to get defensive. So do that. Okay. That was my little monologue there. Mimi Schmidt, what is your tip of the week, a website, a resource, a book, something actionable, for *The Art of Passive Income* listeners go improve their businesses, improve their lives? What do you got?

**Mimi:** I'm so excited. For all of you, Facebook Marketplace sellers, the number of views are back. They went away. I don't know why they went away. But they're back. If you go into the selling section, it'll show you all of your marketplace ads, it'll have the title, it'll say listed to Marketplace, then it'll say the number of views. So now you can track your metrics.

**Mark:** How do you track them?

**Mimi:** In AirTable, all of the Facebook ads, right, when the posters go to post, they have the number of views and the number of comments or messages that we've gotten. Then we can determine if the ad is working and if it needs to be renewed or dumped.

**Scott Todd:** Okay. So I'm going to play devil's advocate for Mimi, all right? Like, just because no one ever pushes back on Mimi's tips of the week. So here we go. Mimi, why would I care how many views this one has? Like, why not just put the ad up there and let it be up there to the end of time and go do another one and another one. To me, they're like mini billboards. I just leave them up there forever and ever and ever. Why do I've have to take them down?

**Mimi:** I guess I see them as a leading indicator. If it's not getting any views, just forget it. Don't do it. You could, right? You could keep it, renew it all what, five times or seven days each, 365 days?

Scot Todd: I wouldn't even renew it. I would just leave it, right? Like I'm going to leave it when Facebook decides they want to clear out their database and take it down what do I care? It could be 10 years from now,

20 years from now. Why can I just have this one up there and then put up another one tomorrow for the same property? Why does it matter?

**Mimi:** Well, it'll only last seven days. It'll go away in seven days. So they come in weekly, and they determine what they're going to renew. So they can renew it. I mean they can always renew it.

Scott: What I'm saying is I don't look at the views or the metrics. I think that's just... In my own opinion, it's just me being me. What do I care about how many views it has? I'm just going to put up another one tomorrow? That's just the way I think about it.

**Mimi:** Well, I see it as troubleshooting, right? If people aren't getting the sales they want, where do they need to post more, right? That's what I found with my coaching students. So I tell them to go back and look at the views and the messages and that's where they need to post more, right? Don't go spending all this time for your VA posting in cities that aren't working.

**Mark:** Yeah, Mimi Scott's just being difficult. I've got two counter-arguments to his. But before I do, I think Erik Peterson is probably going to want to jump in here and come to your defense. Erik?

**Scott Todd:** He's not. He's not

**Mimi:** He's not.

**Erik:** I do agree with Scott like, I will leave my ads out there as long as I can. I'm not going to take them down. But I do think you can have some value from the standpoint of if you're posting that Colorado property in Denver and you're getting 100 views, but you post a very similar ad in, I don't know, Houston, and you're getting 600 views. I mean, if you look at it, compared to the time the ad has been out, you know, that gives you something to kind of investigate. Like, why is that Houston ad getting so much more traction compared to the one I put in Denver? If the content is more or less similar you know, maybe it's just the market. The market in Houston likes that property in Colorado better than, you know, in Denver, or it stands out more so they're looking at it. But I mean that's kind of how we use the views if we're going to look at them.

**Mark:** Tate, you want to come and do it. You want to jump in?

**Tate:** Yeah, I mean, I agree with Mimi. This is good news for me. I track this stuff. I'm a metrics geek. I want to know if my ads are going viral if they're

serving their purposes because if they're not, I want to be able to make changes. I do understand from Scott's perspective where it's like, what do I care? The results will speak for themselves. If it's a good ad, people are going to respond. If it's not, I'll make changes next time around.

But for me, this is good. I want to know these kinds of things. Because in my opinion, one of the hardest things about marketing is it's hard to get a lot of feedback, as far as attention and views and whether or not it's working. So, the views kind of give me an insider look at that.

**Mark:** Scott Bossman?

**Scott Bossman:** [silent]

**Mark:** You're on mute.

**Scott Bossman:** Sorry about that. So for me, there's a correlation here, right? So typically, the more views there are, the more conversations there are and what I care about are the conversation. Because let's say I sell a property and then three weeks later, I get another one down the road. I'm going back into Facebook Marketplace and I'm hitting up every single person in that feed who I've already had a conversation with her we've already had a conversation with. So that, for me is the most valuable thing in Facebook Marketplace is the number of conversations. I can go back to them later if that ad is still live. So that's important for us.

**Mark:** Yeah, I mean, when you're as wealthy as Erik Peterson and Scott Todd, you kind of get complacent, you don't care anymore. You know what I mean? Oh, this one has 100 views. This one has 20 views. Who cares? They're all going to sell. I don't care, right? But there is something out there called disciplined management and whatever is measured, is managed. There's also something called the Pareto Principle. So I want to know what 20% of my ads are producing 80% of the results. I just want to know. Oh, I don't know call me a management snob Scott Todd, if you will, you know call me a metrics geek.

But Microsoft really had an excellent case study of this in the 80s. They were making so much money. There was no competition. You know what happened? They stopped developing. Their products got old. They got this legacy thing. You know, we all remember Vista. You know what you got here when you stop managing the ads and the views? You got Vista. Then who comes along? Apple, disciplined, great management, that's what happened.

**Tate:** Sleek.

**Mark:** Sleek.

**Tate:** Easy. Yeah, friendly users interface.

Scott: You know what I'm doing right now? I'm touching my screen right in front of me and I'm like, doing everything I need to just by touching moving things around whatever. How's that working out for you guys?

**Tate:** It's great. I don't have oil prints all over my screen.

**Scott Todd:** Your screen is clear as a bell, man, clear as a bell. I'm just saying. I'm just saying. It's all good. See, what we're doing here?

**Mark:** Okay, but again, I think there's a lot of good management lessons in here. Scott Todd, I'll send you the Peter Drucker book about management. That's his famous quote. You've heard of him, the management guru.

**Scott Todd:** I've heard of him. Yeah. Yeah.

**Mark:** Okay.

**Scott Todd:** I've studied him quite a bit.

**Mark:** Yeah. So if you're listening to this and you don't own a plane, maybe worry about your metrics. When you own a plane, leave the metrics.

**Scott Todd:** Wait a minute, wait a minute, wait a minute, wait, wait. No one said not to care about metrics. No one said anything about not caring about metrics. I'm simply saying like, what I find is that too many people worry about too many little things. Oh, my gosh, this one only has 100 views. Who cares if it has 100 views? Go write another one. Okay? Go write another one. That's all I'm saying. But you know, too many times people they want to dig down. But what they should be doing is they should be marketing more. Not oh, man, this one only has 100.

**Mark:** That's not what you said, Scott Todd.

**Mimi:** This is what happens though.

**Mark:** You said, oh, I just leave my ads out there. I don't look at the views.

**Scott Todd:** What I'm saying is I don't look at my views because guess what? A view is not going to do anything for me. You know, what matters? How many leads I get, that's all I'm saying.

**Mimi:** That's right. But don't spend time having VAs post ads to these bizarre remote places. They have to go look and see which cities are working and have the VAs spent time where it's good instead of wasting it.

**Scott Todd:** I got my own take on that. It's very simple. Mark even mentioned it, 80/ 20. Go to the big cities. The big cities are where it's at. Podunk in Kansas is not where it's at, right? Go to the big cities. Because guess what? That's where the population is. Go where the population is. It's simple. I don't know. I'm just saying. I'm just saying.

**Mark:** I want to personally apologize for those people in small towns in Kansas.

**Scott Todd:** Okay, can we just end this call now?

**Mark:** This has been so much fun.

**Scott Todd:** Sorry for spiraling out of control.

**Mark:** You know a lot of you don't know the back story of my pent up resentment with Scott Todd yesterday a whole razor thing got brought up again and of course, I cut myself shaving. It was instant Karma and Scott Todd got the best of me, again.

**Scott Todd:** Let's talk about what brought the shaving thing up shall we Mark? I get an email that says "Hey, a gift from Mark has arrived," and I'm like, "What is it?" I go to my family, I'm like, I wasn't home at the time, I'm like, and "Did I get a package from Amazon?" They're like, yes. "I'm like, "What is it?" They're like it feels like the size of a TV remote. I'm like a TV remote, what? The email said "Saw this and thought of you." I'm thinking a TV remote?

I come home and I tear open the bag, and I remove the TV remote and it's not a TV remote. What is it? It's called the Razorpit and you take your Bic Razors here and you rub across this thing and you shave them and you get 150 shaves with one blade. Well, Mark thinks that this is what I'm shaving with is a Bic Razor. But I don't own a Big Razor. So, I don't know what he's talking about. So then I'm like, "Mark, you got this all wrong, man." So then it fuels up the razor debate again in a private message and then Mark calls

me and says, "Hey, cut myself like three times shaving." Tate, did you get yourself today?

**Tate:** No, no. I didn't shave but.

Scot Todd: Just saying Mark, just saying and I won't even tell the world the next part of it. I'll leave that for you.

**Mark:** I appreciate it. I want to thank everybody for listening to our shenanigans. Hopefully, you're getting a lot of value from the podcast. If you are the three best favors you can do is subscribe, rate, review the podcast. Send us a screenshot of that review to [Support@TheLandGeek.com](mailto:Support@TheLandGeek.com). We're going to send you for free the \$97 wholesaling course *How to Double Your Money 30 days or Less*. All right, are we ready to do this? One, two, three let...

**All:** Freedom ring.

**Mark:** Not bad actually.

Scot Todd: I think it's much better with Zaino not here.

**Mark:** Yeah. I mean, we can't say that to Zaino but...

**Scott Todd:** No we can't say it. Well, he's not here that's why we're saying it.

**Mark:** Yeah. Do you think he'll go back and listen to this and be like "Mark, Scott Todd was ripping on me because I don't say Let Freedom Ring the same way you guys do."

**Scott Todd:** Knowing Bossman, Bossman will be like "Hey Mike, you should have heard what Scott said about you." Create some more conflict that's what he will do.

**Mark:** That is true. He'll definitely be stirring the pot.

**Scott Todd:** Yeah, he will, he will. I know.

**Scott Bossman:** I'll just wait for tomorrow night that's when I'll bring it up.

**Scott Todd:** Next think you know I'll be getting Voxed that, "Hey, Mike Zaino is showing you his sandals on and on vacation." I'm like go work some magic mojo on Zaino again.

**Scott Bossman:** Yeah.

**Scott Todd:** I don't know.

Mike: All right, so just so you guys know I did. I did finally relent and I'm going to try the Scott Todd, Mike Zaino razor.

**Scott Todd:** Tate's Litchfield's razor too by the way.

**Mark:** And the Tate's Litchfield razor and honestly it's out of my deep respect for Tate because I know he takes his shave seriously that I'm going to try this thing. But I do like my supply razor.

**Tate:** Mark I would never lead you astray, man.

**Mark:** All right well.

**Tate:** You're going to like it. You're going to like it.

**Mark:** I think yesterday like that that cut after I was making fun of Scott that just was you know the universe saying hey man, he might be right. You might want to get the razor.

**Scott Todd:** We'll see. We'll see. When's it going to be there, Mark?

**Mark:** I did Amazon Prime so it should be in two days. I will let you guys know.

**Scott Todd:** Okay, good deal.

**Mark:** All right Erik Peterson I know we've talked about this but what are you shaving with?

**Erik:** Just an electric razor. I know you guys all laugh at me but I don't really shave. I always just leave scruff like I don't go to the skin.

**Scott Bossman:** Mark, we need to end this call.

**Mimi:** Jake got his for Father's Day.

**Mark:** What did he get? Did he get the Scott, Zaino, Tate one?

**Mimi:** Yeah. Yeah.



**Mark:** Did he like it?

**Mimi:** Well, you all got to wait till Father's Day, week and a half.

**Scott Todd:** We are going to wait?

**Mimi:** Yeah.

**Erik:** Great. If he listens to this podcast now you just told him what he's getting.

**Mimi:** Oh he already knows. He opened up the package he goes, "What's this razor for" I go, "Are you kidding me? It's three weeks to Father's Day and you're opening now those packages? Dude, help me out. So yeah it's upstairs with the rest of the stuff.

**Mark:** Let him use his razor and then for Father's Day get him some accessories, like the Tate shaving cream, the Tate shaving oil rose,

**Tate:** A nice badger skin brush.

**Mark:** A badger skin brush. Yeah.

**Tate:** Silvertip badger.

**Mark:** The silvertip badger brush.

**Mimi:** I'll see if he's already got the brush. I'll check it. I'm on it.

**Mark:** Bossman what about you?

**Scott Bossman:** I'm just Gillette Mach5 guy. I love that razor.

**Mark:** You're definitely one of those mainstream guys.

**Scott Todd:** Hold on. He needs something, Mark.

**Scott Bossman:** Yeah send that to me, would you? Because I could maybe use that.

**Scott Todd:** You sent it to the wrong Scott, Mark. You sent it to the wrong Scott.

**Scott Bossman:** Forward it to me.

**Mark:** All right, send that on to Bossman then.

**Scott Todd:** Who's paying me the shipping?

**Mark:** Just PayPal me I'll pay it.

**Scott Todd:** Okay.

**Mark:** Look Scott's got to save all his money for fuel so, you know.

**Scott Todd:** Okay listen while we're still chit-chatting, I guess I'll just kind of chit chat. Guy is buying land from me. He's buying land out in a very popular county in Colorado. He's buying 15 acres or so. He calls us and he's been making payments, but he calls us and says, "Hey, listen..." This is serious by the way. I'm not laughing at him but like, it's just some of the stories that you hear about in this business, right? Guy says, "Hey, listen, I need to see if you can give me another piece of property. Not this one. I love this one but this one is no good. Like I've got to move." We're like, "Okay, well what's going on?" He's like, "Well, the neighbor here, now remember he's on 15 acres, the neighbor got mad at me." He's like "The neighbor about a month and a half ago, the neighbor shot me twice, okay, with an AR-15. He got me in the shoulder and in the gut. So I've been in the hospital and my wife said we're not living here anymore.

They weren't living on the property, but they were just out there like on a regular basis. We're like, "Wait a minute, why did the neighbor shot you?" He said, "Because he said that I was the only crack head around. So he had to take it out on somebody. So he shot me." Like these are the stories that we hear sometimes from our customers, right. I can't imagine. So we're rapidly trying to find another property for him. And if you'd like to buy 15 acres for one of your customers' maybe it's a pain in the butt customer, I might be able to help you.

**Mark:** Has anyone else ever had anyone else get shot they were working with? I've had people die on me who were making payments but I've never had anyone shot. That is a first.

**Scott Todd:** Never heard of it. It's nutty.

**Mark:** Wow. That's nutty. I have no words. Thank you for sharing.

**Scott Todd:** You're welcome. I will have 15 acres available wholesale soon.

**Tate:** That's nuts.

**Scott Todd:** Should I disclose that?

**Mark:** No. I mean, sounds like a house where you have to like, disclose mold. Isn't that guy going to go to jail?

**Scott Todd:** I think so. Yeah. He might be cleared now. I don't know what's going on.

**Mark:** You might say, "Hey, look, don't smoke crack on your 15 acres."

**Scott Todd:** All right, Mark, we good?

**Tate:** All right, see you guys.

**Mark:** Yeah, we're good. All right, thanks, guys.

*[End of Transcript]*