



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, Mike Zaino – ThreeLandGuys.com, Mimi Schmidt – PartNParcelProperties.com and Scott Bossman – LandBosses.com on The Land Geek Round Table

Transcript

Mark: Hey it's Mark Podolsky and it's July so the Round Table Podcast this month are going to be the best of podcasts because I'm out in Colorado. Right now I'm probably tubing or kayaking, maybe I'm soaking in a hot spring, maybe I'm hiking or biking either way I'm out of 120° heat and miserable. So I feel very blessed and very grateful to be doing that. However, I want to talk about the best of podcasts. So this month we're going to be instead of having the Round Table Podcasts as we usually do and recording them all The Land Geek coaches have taken off just like me and this is going to be our newest tradition.

So this week the Best of Podcasts is going to be *Land Newbie Expectations Vs. Reality* and I really like this episode because this is one of those things for the newbies where they come in, they've got lots of enthusiasm and then reality hits. So I think it's really important especially if you're a newbie and even if you're not a newbie to go back and listen to this podcast and sort of refresh yourself into what expectations should be. Don't forget mark it on the calendar our first virtual Bootcamp is coming up, just go to TheLandGeek.com/Bootcamp to register. All right see you soon.

Mark: And on this week's Round Table we've got the usual suspects. We've got 'Dude Buddy/The Nite Cap OG' Scott Bossman. Scott, how are you?

Scott Bossman: I'm doing great Mark.

Mark: Great seeing you post-Bootcamp San Antonio. Then of course we've got the most feared woman in the country the 'Terrorist Hunter' Mimi Schmidt. Mimi, are we safer?

Mimi: Yes. I think we're definitely safer.

Scott Bossman: Nice.

Mark: All right nice.

Mimi: Recent events would lead me to believe we're definitely safer.

Mark: Wow that's the first time she's said that in years.

Mimi: Definitely.

Scott Bossman: Wow.

Mark: Fantastic. We've got 'The Technician' Erik Peterson. Erik, how are you?

Erik: I'm good. Just getting rested up from the post Bootcamp hangover.

Mark: Yeah tell me about it, tell me about it. We've got the 'Zen Master' breath in the mailing, breath out the marketing Mike Zaino. Mike, how are you?

Mike: I'm doing wonderful.

Mark: Good to see you and of course, we've got Scott Todd 'the Brain/the Professor', the Fight School Sherpa from 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: Mark I'm great. How are you?

Mark: I'm great. We've got a really great topic that we are going to discuss today. But before we do I'm just going to just in one sentence go around and ask everybody what was their favorite sort of moment at San Antonio Bootcamp. Scott Bossman?

Scott Bossman: I loved meeting with people that I have spoken with on the phone in the past few months who I have had the pleasure of maybe facilitating their journey in some regard; that's my favorite part.

Mark: Fantastic. Erik Peterson?

Erik: Well first of all you have the hotel. I think it's the best hotel we go to so that's awesome. But, you know, kind of like Scott said I think seeing the people, seeing my coaching students in person as well as the other coaching students, getting to meet all the new people that are you know *Toolkit* people, *Flight School* people, etc. is just a good time.

Mark: Yeah absolutely. Mimi Schmidt, how about you?

Mimi: I agree with Erik it's so great to see, to meet everyone and particularly my coaching students and the highlight of the weekend for me was watching Larry Overstreet get three sales in four days and he messaged me this morning, "I've got four." So three Facebook sales and one Craigslist sale. I'm so excited for him.

Mark: Wow I love it. Zen Master, how about you?

Mike: In one sentence?

Mark: In one sentence.

Mike: Wow I don't know if I can do it in one sentence. Well you know I always say that the community and all of that coming together so that's kind of cliché I can't say that. I can say seeing all you guys but you know that's already been said.

You know just probably the biggest thing that I've noticed and in this Bootcamp it was evident is the amount of success we've created in people's lives. So you know people that you know we literally 2019 was insane for The Land Geek in terms of how it changed people lives from *Flight School*, right through coaching and those people were there. When you see Jane and Tyler get up there and how you know that one-two punch of *Flight School* and coaching has impacted their lives it's just you know proof of concept overwhelming. So I think that that's...

Mark: Overwhelming prove of concept. Scott Todd, how about you?

Scott Todd: You know it's always cool for me to see people in *Flight School* and you know they go through *Flight School* or they're in *Flight School* and they're here in Bootcamp it's really kind of cool to see kind of their takeaways from Bootcamp also to see them face-to-face as opposed through a video monitor that's always kind of cool.

But I think the most important thing or the thing that I enjoy the most is when I have the opportunity to see or hear about the success stories that people are having from *Flight School*; the *Flight School* students. You know like the Kelly's for example, the land dual, who did a hundred deals in their first year. First year after *Flight School* a hundred deals and you know that's just one example. Like you hear all these stories and you see what people are doing it's really, really incredible to know that I had some portion or some involvement in helping them to shape the life that they wanted that makes me feel good.

Mark: Yeah I mean to piggy back on that I think that's really for me why I love Bootcamp is that mission of mine to be that pebble in the pond, make an impact and watch how it ripples out and affects not their lives but everyone in their lives that they touch. Whether it somebody texting me to say, "Hey I can't believe what a powerfully impact you've made in my life and you know my girlfriend is not mad at me because you have had a bigger impact in my life than her." You know something like that or you know having somebody say you know sort of the abundance mentality resonating with them and just the little bits of sharing here and there on how you know what we're going through together as a group impacts them by the end of the weekend.

And yeah of course I love the success stories, of course I love seeing all the people and it comes just so much more real. But then on Sunday when we finally end the FAQ session and there's no more questions and we know okay everyone's got it I love that. That just any last questions and it's just silence it's so gratifying for me it's amazing. All right we covered San Antonio, Bootcamp. If you don't know what we're talking about go to TheLandGeek.com/Bootcamp. The next one is mid-April in Phoenix Arizona so don't miss it for sure.

So this is going to be a really interesting topic today for the Round Table because last week we talked about, you know, the things that we struggled with when we got started. So today we're going to talk

about what rituals or what superpowers do we think that we had that really helped propel us into the success that we have today; meaning that we work when we want, where we want and with whom we want.

So I play this game with my kids and I'll ask my children to say okay do you know your siblings, favorite food? Do you know your siblings best friend? It is really fun because sometimes they get it right, sometimes they get it wrong. So instead of just asking them directly what was the superpower that you thought you had or what ritual do you think got you to where you are today we are going to ask each other to comment on what we think the other person's super power is and then see how close we were. So we'll start with Scott Todd. Scott Todd, what do you think was Mimi Schmidt superpower in the beginning that got her to financial freedom and time freedom today?

Scott Todd: So first let's set the table the right way. You see a lot of times people look at it from a very fast pace like you know, oh we always joke like you took 18 months to replace your income, I took 17 months and three days beating you by what 27 days it's okay Mark, it's all right. But that said...

Mark: Couldn't be more proud.

Scott Todd: Yeah right, but that said like everybody thinks that as a rush right and the reality is that it's not always a rush; that's an artificial time horizon that we've put on ourselves. I probably would have taken longer had it not been for my company like kicking me out the door when they outsourced the job. So you know it's all relative.

Now I think what Mimi did was she slowly and methodically built her business? She didn't do it in 17 months and 3 days, she didn't make that jump, it doesn't really matter time is artificial. However, what she did do is she went to every Bootcamp while she was in this business and while she was there she treated that time as almost like a corporate retreat. I see people go to Bootcamp, they do a little bit of work on their business, they socialize and network, they visit the town, they do whatever but not Mimi. Let me tell you what Mimi did Mimi went to the Bootcamp, she listened to the sessions; the VIP room sessions, she took the lessons, she took that to heart, she went and she executed on it. And she completely slowly and methodically removed herself from the company so that it was almost self-sustaining without her and that's what allowed to kind of break that freedom and not just the financial freedom component of it but the time freedom of it.

Mark: All right Mimi, how accurate do you think Scott Todd is on his assessment of your superpower?

Mimi: I think he's right I didn't have time when I was at home to get those things done. So literally those open sessions I would go to the business center or just a chair outside the VIP room and just get stuff done, get stuff done. I completely agree.

Mark: All right one-for-one.

Scott Todd: Wait, do I get a point or something?

Mark: You get a point.

Scott Todd: Oh I get a point.

Mark: It's going to be like a talk show. So Mimi Schmidt what do you think is Erik's superpower or what ritual do you think he engaged in that allowed him his massive success?

Mimi: I believe that Erik has from the beginning and now he has developed a niche with technology. He's really good with Slack and Gmail and using tools to help him get the job done every day. And so we all depend on him now for a lot of these things too to figure out well what's Erik doing right and he's even got his own segment. A video even on how to do a lot of these things too for VIPs but that's what I think it is technology.

Mark: Yeah, I'm pushing Erik 2020 to do a course on all his geeky-ness and the tools he uses and his workflows to help with the automation piece. So Erik, do you agree with Mimi's assessment of your superpower?

Erik: I do. I think that maybe early on in the business it might have been a little bit different but I think I definitely morphed into that. Looking back, I feel like maybe another contributing factor was just kind of a devotion to finding a way to make the business work. What that meant for me I had a full-time job so every weekday night after my kids went to bed, I would devote a couple of hours to this business without fail. And I think, you know, it was that dedication that brought me to a point where, you know, I saw the potential in the business and could take it further.

Mark: All right two-for-two I love it. Okay so Erik Peterson you've got me. What do you think was my super power in the beginning? Now you didn't know me in the beginning, but just from all the stories what rituals do you think I engaged in that allowed me to quit my investment banking job in 18 months?

Erik: Look in a way I have the hardest one because I wasn't there but I think there's some things that we could all see. I mean first of all Mark you saw the opportunity in the land business right, you learned about it, you saw the potential and you took it and you ran with it. You took this little bitty niche and you developed it on your own and eventually you decided that you're going to share it with the rest of the world and you opened up and had this abundance mentality and you were willing to share that with everybody and build a community. So I think it goes from opportunity to community,

Mark: I think you're dead-on actually and I think that one of the things that I think helped me in the beginning was this ready, fire, aim approach. Like I saw the opportunity and I just did it and then I started...

Erik: Done is better than perfect.

Mark: Done was better than perfect and I just started going and then like oh wait and then slowly started seeing things where I could improve. But once I saw that opportunity I hit it and I hit it as hard as I could because I was in so much pain with my job. I saw oh my gosh here's my way out and I took, you know, action like my life depended on it which at the time it felt like it did. So, nice job Erik Peterson. Wow everyone is dead-on this.

So Zaino 'The Zen Master' let's ask you about the 'Dude Buddy/The Nite Cap OG'. What do you think was Scott Bossman's superpower or ritual that helped get him to living the life of his dreams?

Mike: Yeah, retiring from his job in just a few short years. Honestly I think of Scott I think he's like the master of getting things done. Honestly, like I know him for many years now and it's one thing I noticed no matter what it is whether it's in the land business he just gets it done. Whatever time it

takes, whatever effort it takes he gets it done. You know he is dedicated to the implementation of whatever you know, process needs to be done.

So I just think he is a master of getting things done, you know, and also, you know, I love the fact that all of us here we are family people right and I know the time that Scott in the beginning had to curve out of his schedule. He's raising kids, he is working a full-time job and yet he believes in this idea of the passive income in the land investing so he curves out the time to do that.

And also I actually kind of have a... I looked at some spirit animals and I think yours Scott and I actually got all of you if you're interested we could do that it takes two seconds. Scott don't laugh now because this is good. I would say yours is the buffalo and this is why it says, "Endurance to overcome, great emotional courage and provider to all." So I think that's, you know, your spirit animal is the buffalo and I think that speaks very true to what you are.

Mark: I love that. Scott Bossman, how accurate do you think Mike is of his assessment?

Scott Bossman: I love the buffalo term. I'm from South Dakota the Native American term for buffalo is tatanka right.

Mike: You are tatanka.

Scott Bossman: Tatanka yeah. I think Mike's pretty on. I look back at the ritual or maybe my superpower - if you want to call it - and I would say that I was effective at carving out time to make this happen. I just kind of wanted to do it or I always had the mindset that I would need to work really hard in the present to make life better in the future. So I was very dedicated to carving up the time to do this.

And I think what really propelled me into dedicating more time into this was just doing my first deal. You know from the time I got the *Toolkit* Mark to the time I did my first deal I think was two months and to see then that process worked and to see that I turned \$700 into \$2800. Man that motivates somebody to change your life because if I can do it one time I can do it 20, 50, 100 times or whatever and I'm going to change my life. So that was the thing for me I curved the time out and then just the motivation to move forward with my family was the other thing that was keeping me going.

Mark: All right fantastic. So now I get to assess what I think was Scott Todd's superpower or ritual that really propelled him obviously to beat me to replace his incomes in 17 months and 3 days and not an easy income to replace being a Fortune 300 executive VP. So I do tell a story about this at Bootcamp so I don't want to repeat it right now you've got to come to Bootcamp but I will say just to shorten that I think that there are two components that Scott Todd has as superpowers.

The first one being - company building or infrastructure building. He's very comfortable at getting himself and not being the bottleneck and finding people and teambuilding and having people being laser-focused on accomplishing his goal. And then the second one and I think it's just goes along with this is I've never seen anyone execute the way Scott Todd executes in the matter of just boy you think that there's just no time like that day. I mean he just gets it done so quickly, so efficiently it's amazing to watch. I mean I couldn't be more jealous of that trait too but it's amazing to witness. Scott Todd, how close am I?

Scott Todd: Yeah, I would agree with you. I do believe in executing and at the same time I do think that it's important that as you get going in this business one of the things that I did was I continued to

make sales and buying and doing all that stuff but then I spent hours behind the scenes quietly building up my team. Like I got to the point where I'm like okay I have enough of this concept to know it, I'm going to build up the team to go do it and I built up the team that allowed me to kind of like take that growth and just like launch when it was time. So during that time you and I built LGPass but I was just laying the foundation to this launch at a superfast pace and I think that's a big deal.

Mark: You know it's huge. It's absolutely huge. So I think this was a really interesting topic and I think hopefully the listeners are getting much value out of it.

Scott Bossman: I got to do Zaino.

Mark: You know what I thought we did do Zaino.

Scott Bossman: No, I've got to do Zaino yet.

Mark: I've skipped Zaino?

Scott Bossman: Yeah.

Mark: Holy cow. Scott Bossman, what's Zaino's superpower? I was going through a list and I skipped him. I'm sorry Mike.

Mike: No offense taken.

Mark: I used to think I was wicked smart now I'm reevaluating all of it.

Scott Bossman: All right so when I think about Mike he is the kind of rituals. Now there are some rituals he might do for a little while and then he switches to the next one or he switches to the next one. But he's first year in the land business I mean he stayed the course right and he talks about this all the time so I know I can be open about this.

He had \$40,000 in credit card debt and his ultimate goal was to erase that. So what did he do? He stayed the course, he stayed in the lane, he did a wholesale deal, after wholesale deal, after wholesale deal. He might have made a couple of hundred bucks on a wholesale it didn't matter. His ritual was just repetition and mailing and marketing and getting it done and that had to have been the most amazing feeling in the world when you do that Mike for you and your family. So, you know, just the dedication to your family and doing that as well. So I think, you know, staying the course was a huge thing for Mike getting into this.

Mark: Mike, how accurate do you think Scott Bossman was?

Mike: Yeah, I think he was spot on. Yeah it was just follow one method that I knew worked and I didn't kind of vary from that. It was a niche within a niche and it served its purpose very well absolutely.

Mark: Yeah, I remember having you on the podcast and I had made the argument that I thought being a firefighter gave you a distinctive advantage in this business because our natural inclination when there's danger is to run away and yours is I'm going to go in. And having that sort of courageous and ability to do something that is really, really hard and putting your life on the line

every single day well when you juxtaposes those two things everything else looks super easy. That was my thought.

Mike: You know yeah, I mean it was an incredible challenge coming into this business but I can tell you that you know having groups of people like this and at the time Mark I know bouncing off you the biggest thing that you taught I remove that scarcity mentality because I was like I can do this or that. You're like yeah do both and I'm like what? No, I can do this or that. "Yeah do both". So yeah thank you.

Mark: Yeah. Well great well okay now I think it was a great Round Table discussion. But before we go to our tip of the week and Mike c'mon you've got to give us the rest of our spirit animals. I just want to thank the listeners and just remind them that all of this financial freedom to work when you want, where you want and with whom you want is within your grasp and within 16 weeks you can start building the infrastructure to making a passive income of 10,000 or more within 12 to 18 months. But to learn how to do that you've got to get on a call with the 'Zen Master' Mike Zaino or 'The Nite Cap OG/Dude Buddy' Scott Bossman. To learn more about *Flight School* have Scott Todd take you up that mountain of land investing quickly, efficiently, and safely; 16 weeks just go to TheLandGeek.com/Training.

All right Mimi Schmidt it is that time for the 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: Okay I have two tips that I have given before that I have news for. At Bootcamp Jane and Tyler Kelly asked if I knew how to download Facebook Messenger conversations? Because Jane wanted to take some of her successful messenger conversations, that conversation of selling download it and use it for training purposes and she's looking at delegating out that Facebook sales side.

So this Messages Saver For Facebook that I've given out before offered by FattyNoParents it only costs 3.99 and yes it's offered by FattyNoParents but I've never had a problem in the two and half years I have had it on my machine. So it's a Google Chrome extension and you press on the person that you're talking with and you press that extension and it downloads the whole conversation from... it can tell the beginning to the end the date range and puts it in your downloads. So a great way you can use that for teaching new VAs okay.

And then the other one is and I know you guys were like yeah whatever the HubSpot Sales Blog there I get so much great information out of it. This week it is *The Ultimate Guide To Objection Handling: 40 Common Sales Objections and How To Respond*. So that I love, I love that. I'm actually going to do some role playing maybe with my husband or my son have them give me some of these objections and practice my responses. So if you want to improve your sales check out that article.

Mark: That's amazing. I thought this would be a great Round Table discussion is our most common objections and how we handle them. Wow Mimi phenomenal. Erik Schmidt what do you think?

Erik: Erik Schmidt?

Mark: I mean Erik Peterson, what do you think? Mimi Schmidt, my apologies.

Erik: You caught me off guard there.

Scott Todd: These tips are so good it's got Mark confused.

Erik: Yeah.

Mark: It really does, yeah.

Erik: You know I've been sharing some of these HubSpot articles with my sales assistant more recently. Since Mimi's last tip I've started kind of passing some of them along to her. I think it's good knowledge to you know pass along to our team and for me as well.

Mark: Wow this is great. Number 40 is 'I Hate You' as an objection interesting. That's great. Yeah, this is great.

Mimi: Another one recently one that they had was *Sales Plan*. What's your Sales Plan? It's the beginning of the year what's your plan?

Mark: Mimi you're just on fire. You're making life too easy for Erik Peterson or Erik Schmidt whichever word you look at it, you know.

Mimi: My third tip of the week is don't volunteer to do the tip of the week.

Mark: That is a great tip. That is a great tip. All right so Mike Zaino what are your thoughts?

Mike: I just love hitting that raise your hand button on Zoom it's like my favorite thing to do I feel like I'm back in school. But I'll give you the animals really quick.

Mark: Okay.

Mike: So Mimi now listen don't let the animal name sway any of you it's what it represents. So armadillo Mimi it's slow, sure of yourself. Slow, sure of yourself, in no hurry and keeper of the house because what I think about Mimi and Scott you brought that up right she was just methodical. She just kept on that track and kept hitting it so that's the armadillo. Let's see...

Mimi: Armadillo are tough.

Mike: Yes, yes. Erik elk, elk teaches that pacing yourself will increase your stamina. Erik is all about systems and getting things going and pacing it so it happens automatically. So I think that the elk would represent, well it does represent that so that's very good.

Tate's not here but Tate since you're listening to this. C'mon Tate it's the butterfly but listen to what was the butterfly is before we get all... I know he's probably butterfly? It's the art of transformation, the ability to know or change the mind. He changes people minds of what is possible. Like think about it they go in and they you know 'I don't know if we can do this' and now he has people replacing their income and achieving great things. So Tate that would be the butterfly.

So two left. Scott Todd would be the eagle and - not because he flies in the sky either but that does match - he is creator, teacher, a loyalty, integrity, spiritual connection to the great divine. So he's everybody's connector to all of this knowledge right and you know he's the teacher and so I think that fits well for him.

And finally Mark I debated a little bit with this one but I settled in on the mountain lion and the reason is it's the power of leadership, ability to lead without insisting others follow and I think that's huge because we say this time and time again we're not in the convincing businesses. This is something that we know works insanely well and if people want and they want to learn how we do it we offer to them but we don't try to convince them. You lead by not asking others to follow so I think that fits you.

Mark: Thank you I appreciate it. I'm going to actually start adopting that and I'm going to have everyone start calling me the mountain lion. So The Land Geek is retired and I'm now the mountain lion. So learn more at themountainlion.com and you know.

In fact if you're getting value from the podcast all you have to do is three little favors: you've got to subscribe, rate and review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com and we're going to send you for free our \$97 *Passive Income Launch Kit Course* as well as the new wholesaling course *How To Double Your Money in 30 Days or Less* and yeah I thought this was great. So are we good?

Scott Todd: Great.

Mark: All right, let's do this: one, two, three.

All: Let Freedom Ring.

Mike: That does remind me of one thing I love about Bootcamp is doing that live it is just with all of us in one room it's so bang, bang, bang it's awesome.

Mark: It's good. But Mimi Peterson liked it.

Erik: You've got to stop that.

Scott Todd: Listen Erik's wife is going to listen to this and she's going to be like, "What gives?" And then Mimi's husband is going listen to this and they're going to be like, "What?" You're creating controversy when you say that.

Mark: Yeah, but if they've been listening to the podcast at all they know that I'm really you know showing like I have some a senior moments and they'll be like well of course he's saying that because he can't even think of like normal words anymore. But how is he supposed to get somebody's last name right?

Erik: Just like Jane and Kelly, right?

Mark: Yeah I said Jane and Kelly yeah for Jane and Tyler you know.

Mike: That's a great question Mark. How many of our significant others actually watch the podcast? That's a great poll I'm curious. I don't think mine. I don't know if she watches it. I would say probably not.

Mark: You know my wife is here to keep me humble so I don't think she does.

Erik: Oh no.

Mike: Mimi?

Mimi: Nope.

Mike: Scott?

Scott Bossman: Sometimes.

Mike: Sometimes too.

Mark: What about Nite Cap for you guys. Do they watch Nite Cap?

Scott Bossman: Sometimes.

Mike: Occasionally yeah, yeah that's because they probably look what goofs.

Mark: I think Anne Marie watches with Matt 'Fortune 500' Forbes she supports it.

Mimi: Yeah and Dave will watch because a lot of times we'll be together at 10 o'clock like watching TV or in the car and I'll have it on. So he'll be giggling.

Mike: Oh?

Mimi: Yeah, yeah.

Mark: What does Dave drink while he watches Nite Cap?

Mimi: A glass of red wine.

Mark: A glass of red wine. What about Laura?

Mike: Yeah red wine.

Mark: Red wine. What about Erin?

Scott Bossman: Either red wine or a little vodka drink.

Mark: Nice. Erik I'd imagine if Sonia watches Nite Cap what would she drink?

Erik: It would probably be water.

Mark: Water okay excellent. While doing yoga.

Erik: Mm.

Mark: Phenomenal.

Erik: Exactly.

Mark: Scott Todd, what about Christine would she listen to the podcast or the Nite Cap?

Scott Todd: She doesn't but if she did she'd probably do it while drinking some Prosecco.

Mark: Nice, nice. My wife would actually drink scotch if she listened to Nite Cap.

Scott Todd: Wow.

Mark: Yeah or red wine depends.

Mike: I only drink a bottle of scotch that's it for every Nite Cap.

Scott Todd: Per episode?

Mike: Yes.

Scott Todd: Wow.

Mark: Nice, but when Tate comes back next week I'm so excited to debate our next bonus content because it's just so good.

Scott Todd: I think he made up his doctor's appointment so he didn't have to be here today because he knew it was coming.

Mike: Could be.

Mark: Yeah but he does have Mimi in his corner.

Mimi: I just put my back...

Scott Todd: No, no you can't talk about it. Can't talk about it no, no, no.

Mark: No, no, no.

Mimi: But I didn't do it this time either.

Scott Todd: No, no, stop.

Mike: Mute, mute.

Mark: Yeah.

Scott Bossman: Next time.

Mark: We'll edit this out.

Scott Todd: To be continued.

Mark: To be continued.

Scott Todd: What's Mimi talking about? Join us next week.

Mike: You took a poll I thought everybody's I thought it was overwhelming nobody listens to anything after. Didn't you ask that at the...?

Mark: Oh that's right nobody listens to the bonus content.

Erik: Maybe no one...

Scott Todd: Some people did.

Mark: I know some people do.

Mimi: Yes they do.

Mark: Yeah. We should start a new podcast with just bonus content. Like I think David Braden had mentioned something in the Facebook group about 'talk more about intermittent fasting and what was that -was it cold showers or something' I forgot. So I can tell who is serious or not.

Scott Todd: Someone mentioned we should talk more about flying.

Mark: Yeah. I think people like this bonus piece but it's hard to know. You know if you like the bonus content and you're listening to this let us know leave a comment in *The Land Geek Official Motivation And Wealth Creation Group* so we know or otherwise we could just do a poll for sure.

Mike: You know there is thing is... I think there's this radio show I don't know if you've all heard of it but at the end if someone wins something one of these people that's famous they leave a voicemail for them and in their name. Maybe we should offer that Mark leave someone a voicemail.

Mark: Okay I'll do.

Mike: Any lucky listener who listens to this and then you can be like you can leave them a voicemail with your voice.

Mark: With my voice or your voice?

Mike: No your voice.

Mark: But I like doing your voice.

Mike: So if I won they'd call me they'd be like, "Hey this is from Mike Zaino, really?"

Scott Bossman: Your voice as Zaino.

Mark: My Zaino.

Mike: But it's Mark Podolsky.

Mark: Yeah I told you I ran into somebody at the grocery store and they were like, "Are you Mark Podolsky?" I'm like yeah. They're like, "Oh I listen to your podcast. I love that guy with the Boston accent."

Scott Bossman: Who doesn't?

Mark: Who doesn't? He is wicked smart.

Mike: There's no accent by the way. I don't know what you're talking about.

Mark: Yeah. You know what's interesting is that there were two people from Boston at Bootcamp no accent. We're like where's your accent? They didn't have a good answer.

Mike: They must have like moved to the area.

Mark: No, born and raised in Massachusetts.

Mike: We have different dialects Mark depending on the region.

Mark: Okay.

Scott Bossman: Big region.

Mark: It's a big region all right. Well I know Scott Todd has a date with his a Wawa glazed. Glazed or cake donut Scott?

Scott Todd: Oh come on man that's only in the morning, only in the morning. What are you talking about?

Mark: But it's a cake donut.

Scott Todd: It's the old-fashioned man.

Mark: The old-fashioned that's the cake donut old-fashioned.

Scott Todd: It's good but only in the morning. But it's not a cake donut it's like a glazy cake.

Mike: Every day?

Mark: I'm glazed in the old-fashioned way.

Scott Todd: I'm going to get you one you're going to see that this is good.

Erik: Is that after your peloton ride?

Scott Todd: Oh actually see this is the thing and Erik if you look man I'm on a streak here. I'm like I haven't worked on the app but like I've been riding the bike four days last week, two days this week. So far you can see where I skipped for Bootcamp but it's there and, and I'm making sure I burn enough calories to burn through that donut so it's like net neutral. So I eat the donut, I reward myself in advance then I work out because then I feel guilty. Like I can't eat the donut now because you guys

have got under my brain. But yeah I'm on a roll here man. I'm trying to catch back up to Erik or some of the other Land Geekers that are on the peloton like Jeff Debar. Geez that guys is an animal too.

Mark: He is an animal.

Scott Todd: He is.

Mark: I'm almost worried he's going to burn out. We're going to find Jeff Debar's spirit animal.

Scott Todd: I looked yesterday I think he was at 66 days in a row of riding its insane.

Mark: I don't follow him anymore because comparison is the thief of happiness.

Scott Todd: I've been checking you out because somehow along the way you secretly passed me. Like I was so far ahead I'm like I've got to wait for but then he...

Erik: That looks good Scott.

Scott Todd: Thanks. See I told you yeah and so then like I noticed like that I'm like well what is Mark doing? Holy cow he's at 220 rides and I was at like 150 I'm like geez. So I'm in catch up mode now man.

Mark: Yeah but the 220 is really a little misleading because half of those are the cool down ride for five minutes.

Scott Todd: It doesn't matter, it doesn't matter it all spends man, it's all calories.

Mark: All right. Erik, do you do a cool down?

Erik: No, I do a stretch afterwards.

Mark: Okay. Scott, what about you - Bossman?

Scott Bossman: All right I'm getting on the bike right now, seriously I'm going. I'm sick of feeling, yeah sick of feeling bad about myself. I'm literally going right now and I will stretch after.

Scott Todd: I was going to give Bossman a shout out today on Voxel to say like Scott, it's okay man. It's okay you beat me. We don't have to do this ever again and you beat me on that one fair and square. I won't challenge you. You leave, like do your numbers, I'll do mine, we won't like go head to head. But maybe Mark we should do a Land Geek peloton ride where we pick a ride and we all go to see what ranking we come in.

Scott Bossman: I like that. Let's make it for a month out.

Mark: Well we certainly won't tell Tate because that's not fair.

Scott Bossman: No, don't tell Tate.

Scott Todd: What about when Tate is like yeah I'm going to be getting on the bike. I'm like oh dude you're getting a peloton. He's like no a real bike.

Mark: Yeah.

Scott Bossman: That's a good imitation.

Erik: Wait but there's a rumor you guys don't know?

Scott Todd: No.

Erik: Tate was looking at a peloton.

Scott Bossman: No way.

Mark: No way.

Mike: Right next to the Surface.

Erik: No.

Mark: Oh man.

Erik: There was no Surface.

Mike: Would he even break a sweat on a peloton?

Scott Todd: Yes.

Mike: He would?

Mark: No, he would.

Mimi: Last year maybe not, but now after being home in rehab yes.

Mike: I found the secret Scott Todd told me. Remember I was telling you the ones in the gym are 55 minutes and he said that's way too long. So I just go in late now. I come in 15 minutes in and I go late.

Scott Bossman: I go late, like seriously?

Mark: Yeah.

Mike: I walk in and I'm like you guys go too long.

Scott Todd: Excuse Mike you are 25 minutes late. No you're 25 minutes too long.

Mike: Exactly and now I can handle it.

Mark: I love those commercials where they show the person cycling and they're like, "What's your name is falling behind. Give her the hiss of shame." And they're like they all hiss at her and it's like go

here and you don't have to worry about like... Do they give you the hiss of shame Mike when you come in?

Mike: No, no they don't even mind that I walk in with just my new running shorts on or the biking shorts on. I'm going to get the ones Tate said that have the pssh. You the pssh like WWE wrestling pssh.

Mimi: Suspenders.

Mark: Mimi, what's your typical workout these days?

Mimi: Orange Theory I'm going 4:15 class Dave and I.

Mark: Orange Theory.

Mimi: Yep.

Mark: Nice.

Mike: People love that.

Mimi: I need to go because we've gotten into the habit of eating deserts at Bootcamp oh a little bite here, a little bit there.

Mark: Yeah and Dave doesn't mind being the only woman in Orange Theory.

Scott Todd: The only woman?

Mike: Wow.

Scott Todd: You better end this podcast right now. End it now, end it now.

Mark: This is like the in between two geeks segments.

Mimi: No, it's not.

Mark: It says here that David Schmidt that you and your wife go Orange Theory.

Mimi: Yep, there's a couple of other professionals that go that he enjoys; male professionals that he enjoys talking with.

Mark: Okay all right we better end this before I get into real trouble. He is not a person to trifle with. All right thanks everybody.

[End of Transcript]

