



The Art of Passive Income Podcast With Mark Podolsky, AKA The Land Geek

Mark and Scott Todd talk with: Erik Peterson - LandOpia.com,
Tate Litchfield - FrontierPropertiesUSA.com, Mimi Schmidt –
ParcelNParcelProperties.com, and Scott Bossman -
LandBosses.com on The Land Geek Round Table

Transcript

Mark: Hey it's Mark Podolsky and hope everyone is enjoying their July despite Covid and everything like that. But for this *Best of Round Table* discussion I'm really excited for you to listen again to the truth bombs of outsourcing and training successful Virtual Assistants. It's so important because we're not doing this, we're not doing this because we want to create another job for ourselves. We're doing this because we want to create a business, we want to have something bigger than ourselves, we want to be able to travel around the world or even make Colorado and have that machine spitting out passive income for us every single month without us personally having to do the work.

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TheLandGeek.com/Bootcamp to register and enjoy this *Best of Round Table* discussion.

Mark: And on this week's *Round Table* we have most of 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. How are you?

Mark: I'm feeling very geeky with... if you're not watching the video of this we both have *Star Wars* background which you know I feel like I'm tapping the force.

Scott Bossman: Yeah, I feel like I'm there. It's pretty amazing.

Mark: It's really cool. We've got the 'Technician' - Erik Peterson. Erik, how are you?

Erik: I'm doing quite well.

Mark: It's 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 all right. Are you doing okay?

Mark: We're hanging in there, we're hanging in there. Not a day goes by I'm not grateful for alcohol and then we've got the 'Big Poppa'. 'I love it when you call me Big Poppa' - Tate Litchfield. Tate, how are you?

Tate: I'm all right. Starting to get a little bit worn out like everybody else but I'm okay.

Mark: Yeah. I mean you've got it a little rougher than most of us because of the young-ins.

Tate: Yeah, they've been giving us a run for our money over the last few days, but it is what it is.

Mark: It is what it is and then last but not least you know him, you love him Scott Todd from ScottTodd.net, LandModo.com. If you're not automating your Craigslist or Facebook postings - PostingsDomination.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 good, I'm good. I'm hanging in there. My wife cut my hair today so I feel clean. Tate's got a nice haircut. Bossman has got his hair cut. Erik's looks good.

Scott Todd: How do we know? He's wearing a hat. Okay all right, I was just wondering because he looks like he could easily be Jeff Lowe with that hat on. I don't know.

Mark: Oh man already, already throwing punches.

Scott Bossman: It's already started.

Tate: Shots fired.

Mark: Shots fired within the two minutes of the podcast. Scott, you're looking good. Mimi you like you're going to the salon every day. I don't know what's going on over there.

Mimi: Gets bigger and bigger, more and more hair.

Mark: I don't know but everybody seems to be doing fairly well. I think it would be a really good way to start the *Round Table* just this week's update how are things going in the middle pandemic for your business? Let's just start with the 'Nite Cap OG' Scott Bossman. Scott, how are things going?

Scott Bossman: Things are moving along, things are busy. We've had a couple of cash sales in the last week and a couple of term deals in the last week. So it continues to be busy and we're purchasing properties: I bought one today, buying a couple of other ones this week.

Mark: Okay wow not bad. Any defaults yet?

Scott Bossman: I still have not had any defaults - knock on wood.

Mark: Wow. The 'Technician' Erik Peterson what's the state of your land business?

Erik: Things are going well. I had a couple of sales over the weekend. We've got a small handful of properties we'll be purchasing this week, things are moving right along.

Mark: Okay wow. Any defaults?

Erik: Not since the one I mentioned last week.

Mark: Okay. The 'Terrorist Hunter' Mimi Schmidt how is the state of your land business?

Mimi: Buying a lot of property, had some good sales, have a note that's getting paid up early today. So I'm still seeing more cash come in than normal and lots and lots of visits to property. Everyone wants to go look and get out because they can go look at land and social distance at the same time and the weather is getting nicer too. So that's been great because if they go see it the more likely they will want to buy it.

Mark: You know it absolutely. I mean you could almost put like as a headline, 'this land will keep your sanity. Go out, camp on it, and get away for sure.' It's like would you rather drink a fifth or a camp? Here we go easy terms.

Mimi: Yeah.

Mark: Tate Litchfield the 'Big Poppa' how's the state of your land business?

Tate: You know we had somebody pay up the remaining note today which is kind of exciting; nice little \$3000 double rate there. So that's kind of cool but honestly we haven't really seen much change from the last time I kind of gave this. We're seeing a ton of activity, lots of sales happening; it's been a really good month for us. Dare I even say record-breaking but I don't know for sure we still have got a couple days left but we're hustling. So it's pretty awesome time to be a land investor.

Mark: And no note defaults yet?

Tate: No, we had a couple of people make adjustments to their notes. I do think I am going to see one, but I can't say for sure it's a result of Covid-19. You know, the guy is honestly kind of perpetually late so could be a variety of different reasons but I think we are going to have a default with him and I'm sure he'll claim it was Corona.

Mark: Yeah. I have a question for you with these perennially late people and now they're in default and then they're like hustling to get back with you and they're like, "No, no, no I want to pay, I want to pay." Do you keep them in default or do you let them, you know, get current?

Tate: You know it's something we'll look at in on a case-by-case basis. I mean, if somebody ran into a difficult few months and they stopped making payments. They absolutely have the right to do so and if they call us back and say listen, "I can't make the full payment today, but I could pay you know last months and then the late fees." We're going to work with them, you know we're good people and we want you to get your land.

But it's the people that don't communicate with us that are constantly late. I mean we've got probably six or seven people who it doesn't matter what month of the year it is every single payment is late, every single one of them and you know it doesn't bother me. We collect their late fee charge, they're okay with it. I've spoken with them, I've said, "Hey let's pick a new day, let's pick a new note collection payment. I don't want you guys to pay this late fee." They're like, "Okay let's move it to the 15th." 15th will come, payment will fail, hit with a late fee, on the 22nd they pay plus the late fee and it's like alright that's just the way they operate no problem. So we're good guys.

Mark: You know it absolutely, absolutely. The 'Brain'/the 'Professor'/the '*Filght School Sherpa*' - Scott Todd what's the state of your land investing business?

Scott Todd: Mark let's see. I will tell you right now it is in fact a record-breaking month like by far a record-breaking month so far, right. Like you know everything on top of this is way, way more than anything we've ever done. So basically this month is probably double my best month ever prior to this. Like we doubled our best month ever; so not bad. Cash collection is up I think by 20%. Cash collection is up by 20% so people are paying.

I actually had a guy - interesting - that he's been a customer of mine for a long time. I want to say like a few years and he goes to these like waits okay. Like he will pay great, he's a great payer and then all of a sudden he disappears, like you can't find him, like he's gone, nothing and you send him a *Notice Of Default* and then he comes back and he's like, "Hey I'm back. Hit some rough times. Can I get the property again?" And, you know, like we do operate on a clock like you know this happens and this happens. Like you make your payment or you don't make your payment then this happens, notice default whatever. But just because we do that and we send you the termination stuff it doesn't always mean that we always put the properties back up on the market either. Sometimes we'll hold them because like this guy he shows back up again two/three months later and I'm not necessarily holding it for him. But at the same time do I really need to go sell that one right now? I mean I've got others in my inventory so it just goes there.

Then what happens is when he shows back up again he's like, "Hey, can I get the property back." Well let's see if it is still available. Well it is because we kind of put it on the side for a little bit and what we do is we say, "Hey listen yeah, you can basically pick up where you left off. You have to make two months payment and you have to pay the doc fee." And he's like, "Okay let's do it." So we did the doc fee again, he pays two months payment again and we're back in an active note. So like this guy showed up again and he's got money again. So it's like let's roll and we actually had the same property that he wanted still available so we were like let's go. So that's the way we do it. Like you want to get back in after determinate: new doc fee, two months payment and then we can roll.

Mark: I love it, I love it. I think more people should be doing that because I mean look it does take time to get this people back in the full. There's emotional bandwidth at play as well just at the communication.

Scott Todd: Yeah, I think that what happens is you know if you don't... like look there's labor involved in sending these notices, right. There's labor involved and yeah we use systems to do it, but guess what, people have to still do this stuff okay. Like people have to monitor it and do things and there is an opportunity cost too. Like there's an opportunity cost for me not selling that property and again I'm not necessarily saving it for them but it's not necessarily top off. When I take it off of permitting a deal unless I have someone like absolutely needing a property like that well then I just kind of like put it on the back burner and I'll put it back in when the inventory starts to move around a little bit. But, you know, I try to be fair to people but then like if somebody were just to make a couple of payments and then vanish on me I'm not that nice. Because like why? They haven't built a relationship they just left whereas this guy he's paid for a long time. I don't want to see him like lose money so this is what we do.

Mark: All right I love it, I love it. Well we have a really interesting topic to discuss this week but before we do I really need to promote our sponsor and thank them for supporting the podcast.

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So Scott Todd, what is our topic for the week?

Scott Todd: You know Mark I kind of get my blood pumping when I see comments like this and this is from the Facebook group. Basically someone is asking on there you know that they feel like they're wasting their time by creating training material to do something like due diligence for example, when you know that they're not even quite sure of what they need anyway, right. Like they're trying to focus on other things and the commenter in there says, "I'm trying to be a land investor, not a VA trainer."

And you know I get it, I understand it and you know so then what happens is they're looking for kind of someone else's VAs training material, okay like, "Hey I need training material." Well due diligence is one that you know there are people that know how to do this but I'd love to know what everybody else's kind of mindset behind how do you create training documents or how do you train VAs to go do something? It could be due diligence or something else. So like how do you train VAs?

Mark: That's a great, great topic. Scott Bossman let's start with you.

Scott Bossman: Yeah. So I'm a firm believer, I mean, I think a lot of people they try to outsource too quickly without knowing every single step in the process. So for me I need to do it a number of times myself and I need to map out that process line by line by line or use mind mapping software or something like that and then be able to not only write it down but be able to describe it to somebody. So be it via training video or something like that or talking through it.

So you've got to dial down the process do it repetition, repetition, repetition, and then when it becomes wrote to you it's time to get rid of it. But I think you'll need to have those processes down and I think for me anyway the more these things are mapped the more linear it seems and feels the better people do things and that's kind of our approach.

Mark: Totally make sense to me, absolutely. The 'Technician' Erik Peterson what are your thoughts?

Tate: Yeah. I mean, I do agree that most of the time you're going to have a real good understanding of how to do whatever it is that you're asking someone else to do. But there are instances in this business where it's not necessarily something that's specific to our business of buying and selling land and it's maybe a little more general around real estate and there are people out there that might know how to do that stuff already. So in the

example due diligence, you could probably go out to Upwork and find somebody that knows how to do due diligence without having to educate them on the entire process.

You know, I think back to when I first started you know kind of like Scott just described you know I would really spend a lot of time on a process and getting it all nailed down and put it into a system and trying to make it foolproof before I would give something to the VA. But I've really learned over time that oftentimes for, again the right kind of tasks, we can kind of take some of that building of processes or systems off our plate in a sense by potentially having a Zoom call with a VA and just kind of demoing it or maybe just recording yourself doing it and just walking through exactly what you're doing, talking about it as you're doing it and then just taking that rather than spending all the time to fully document that and put it into something. You know, either hire a VA that can just do that part for you or hire a VA that's going to do the work and actually have them build out that process at the same time and you can, you know, obviously answer questions as they might come up. But you don't have to be the one to build all that out all the time.

Mark: Yeah, I love that answer absolutely, absolutely. I'd love to know what the 'Terrorist Hunter' Mimi Schmidt does. She used to manage 150 people so this is probably like simple for you.

Mimi: The amount of work you do in training is completely tied to how experienced the person you hire is. If you are hiring someone who is brand-new you have to teach them from the ground up and Erik is right and everyone is right. You need to understand what you're doing and have done it enough that you get it right. To manage Java programmers you don't have to know how to program in Java but you have to have a basic understanding if there's something that's not right okay.

Same with due diligence. If you want to hire someone who is more experienced you don't have to create all these training materials from A to Z. In fact it is a waste of time and will probably not get used because if you've got an experienced person they are probably are working with five, seven, ten other investors and if you impose your program of how you want things done: I want you to use Dropbox or Google Drive or whatever CRM you're using then they're going to be more likely to make mistakes because they've got 10 different CRMs that they are expected to know how to use. So a lot of this means you need to macro manage them and let them do what they're good at and use the tools they know how to use and then all you're doing is teaching them what is specific that you have to have for your business as opposed to teaching them the A to Z process.

Mark: I love that. I wish Mimi had a service where I could outsource my hiring to Mimi and I could just be like okay this is what I need, I need a due diligence person. Mimi would be like okay I'll go hire them for you because I know what to look for. What do you think Mimi?

Erik: Sound like a lot of work.

Mark: I know. You want to take that on?

Mimi: No, I want to deal with my own.

Mark: No?

Mark: Yeah, that's true. The 'Big Poppa' Tate Litchfield what are your thoughts on all of this?

Tate: You know I echo what pretty much everyone else has said. Most of the time what we're doing is not rocket science you know it's not brain surgery. Get out there, look for somebody who's got the qualities and the skills that you want, give them the basic outline of what you expect and how you want them to do their job and see what they come back to you with. I mean you've got to give them some opportunities to prove themselves and I think let go of the reins a little bit.

I've always said I'm not an expert on anything except hiring experts and I believe that applies directly to due diligence, right. I don't have a degree in due diligence or you know real estate or anything like that I've learned this all from my mentors and training and experience over the years and as a result I've been able to share that knowledge with the VAs that I work with closely but most of them didn't have a background in this either. So it's been a labor of love and taken a lot of time to get these people to where they're at now and I'm kind of open to their new ideas and their new approaches and new tools and I will do whatever I need to and get whatever I need to keep them happy and satisfied.

So at this point I trust them. They are really good but you've got to have somebody to show you what you need to do so you know where the pitfalls are and that's where *Filght School* comes in really helpful and then as you learn to notice these trends and these pitfalls you can really start to outsource it to people who do this all day, every single day and feel confident in what they give back to you.

Mark: Yeah, absolutely. So let's give Scott Todd the last word on this, Scott.

Scott Todd: You know to me what I do Mark is whenever I have an assignment one I don't necessarily assume that they don't know anything, right. I think that's one of the mistakes that people make is they think, "Oh I have to prepare the training material because they don't know anything." Well see the reality is that people know things before you hire them. Like if you go to Upwork for example, when you hire someone that has a title 'Abstractor' well they know how to do this stuff.

Now do they know exactly what you want? No, you have to tell them what you want. Do you have to document out everything that you do? No. What I do is I get them on a Zoom call, right. Like the first time I'm going to do it I get them on a Zoom call just like this me and you, I share my screen with them. I show them like I record it and I show them. Okay this is what I'm doing and I stutter through it and I point out things. I'm like, "Oh boy that's not it. Hold on let me see if I can find it." It's not a Hollywood production it's me being me, right. It's not polished in any way. It would be no different if you and I were in the same office together and I sat you down right next to me and I shared my screen with you. I'm going to hunt and pack and do whatever and at the end I'm going to show you how I come up with the due diligence, like how I do it.

Then I'm going to say to them, "Hey why don't you try it one here. Try the one that I just did okay." Like I do that. "Like we just did one together, I'm going to stop the video, I'm going to process the video, I'm going to give you the link so that you can watch the video and do one just like we just did the exact one." Why would I use exact one? It's because I know what success looks like, right. Like it's I can see like this is what I wanted so that when they send me what they're going to send me I can compare it like well this doesn't look right and then nine times out of 10 there is something wrong.

Okay like I was training a VA today and I showed them how to do it. They sent me back something that's wrong and I'm like okay listen, "This is wrong. This is wrong. Please go back and watch the video again and figure out like how you got it wrong." And they did that and they came back to me. I'm like perfect but you see like the thing is it's that I'm willing to invest the time with them 30X the time. What do I mean by that? I mean like if the task takes me an hour I'm prepared to spend up to 30 hours training them and not just training them but working with them, guiding them, mentoring them okay. Like I don't need to write all of the policies and the training manuals I just need to show them what I'm doing. They will come to the project with their own thoughts in mind and they will do it their way, but at

the end of the day all I'm looking for it's this and I don't really care what this looks like.

And then I would say to them, "Do you have a better way of doing this? If so do it and by the way, please document what you're doing. Make me a video of what you're doing so I can learn from you." Because after all, I am paying them, right. Like I'm paying for their brain and when I pay for their brain I have the right to download the data that's in there that they have. I should be able to learn from them and it is not just for me to learn it's for my next VA to say hey look at how this guy did it, right and maybe this guy is a train wreck but that's also why I don't just hire one. I hire three and I give them the same project, same video, same property to do due diligence on. Why? Because one is going to be terrible, one is going to be a mediocre and one is going to be a superstar.

Mark: Yeah, I think we got the title for our podcast 'Due Diligence Outsourcing Truth Bombs'.

Scott Todd: Right.

Mark: I mean this is a really, really valuable episode and what everybody said from Bossman to Scott is really, really important. What I think is interesting is what wasn't said. Mimi Schmidt, you know what wasn't said? Just go to this company here and let them do it. Just here is a company, this is what they do all day long, just outsource it to them, here is a service. I'm surprised no one has just said hey do that. Why not?

Mimi: Why not? I think people want to train people, have people do things that are a little more focused on their business, right. A little more attention to detail and customize it to their business. So when you use a service they are great, there are a lot of great services but I don't think you get... that person is distracted by a lot of other things too.

Mark: You know it absolutely. I think it's the difference in philosophy of management in-house versus outsourcing it and depending on where you are. I don't think there is anything wrong necessarily going to one of these services but ultimately, if you don't train your own team, your own people you're not bulletproof and you're also going to be paying a lot more in the long run as well.

So you know when you get to be a big company let's say, let's just use a company, they will use in-house counsel, why? It costs a lot less money to have in-house counsel versus going to one of these big law firms and paying for legal work every time there is a legal issue and paying \$500 to \$1000 an

hour versus having your own person there that understands everything intimately and doing that. Does that make sense? Erik Peterson, what do you think?

Erik: Absolutely. I think you know you can definitely outsource something like due diligence to a service that is out there and offers that as a solution. But I think you're exactly right, you're going to pay more money and you don't get kind of that the customized treatment that you might want. So, you know, maybe there's something in due diligence that you want to pull that they don't normally do. It's a lot harder to get a service to add something that they don't typically do than it would be for you to train your own VA to just make that part of the process.

Mark: You know it absolutely, absolutely. I think this has been a really, really valuable podcast and if you agree with me do us a favor: you've got to subscribe, you have to rate and you have to review the podcast. Send us a screenshot of that review to Support@TheLandGeek.com we're going to send you for free the \$97 wholesaling course *How To Double Your Money in 30 Days Or Less*.

And in that way Mimi Schmidt will continue coming on these podcasts and giving us a tip of the week. Because if you don't do that like there are weeks where Mimi will go and be like, "You know Mark I'm not coming on this week, no tip, nobody is listening, and we're not getting any reviews. I'm busy with my own land business; I've got a big life. Like where is love?" So I've got to you know keep doing this, this is all for Mimi and here fragile ego. So please do those things.

So we're now at that point in the podcast Mimi, where we're going to ask you for your tip of the week: a website, a resource, a book something actionable for *The Art Of Passive Income* listeners' to go improve their businesses, improve their lives. What have you got?

Mimi: So this week is from the *Zapier Blog* and the article is called, *How To Choose The Best Social Media Platform For Your Business* and we get a lot of questions as coaches about other platforms besides Facebook and Craigslist to sell our land on. So the very first thing the article mentions is *What Social Media Apps Does Your Audience Use?* That I think is interesting it just reaffirms what we're already doing YouTube and Facebook. 73-69% of people use these apps.

So do we spend a lot of time trying to market on Instagram and LinkedIn and Snapchat? No, no we go where the audience is. So I found this as an interesting article and then there are some other Zap suggestions further

down to that I found interesting: *Different Ways To Use Zapier To Automate Your Business*.

Mark: That's a phenomenal tip, that's really interesting. If I had to guess I would have thought those two you know the Google and the Facebook but you know look I've got teenagers in the house they're on TikTok, Snapchat all the time, Instagram. They don't even mess around with Facebook. Well they're on YouTube a lot too but not looking at raw land necessarily.

Mimi: Right.

Mark: Even though I'm urging them to but whatever it's not here or there. So this has been a phenomenal. I want to thank you guys so much and are we ready to do this? One, two, three...

All: Let freedom ring.

Mark: And of course wash your hands. Thanks everybody. So Scott Bossman, when is the Nite Cap this week or next week you would say?

Scott Bossman: I think tomorrow night Wednesday at 10 PM Eastern.

Mark: All right. How are we doing with the *Filght School*, are we filling up for May?

Scott Bossman: We are there; we are filling up for May. We're going to have a full class May 13th. We've got people signing up steadily. We have a great well... it's going to be past the time but we have a Q-and-A planned with Scott Todd next Monday night, which is always an exciting event for people who are interested in *Filght School*. So a lot of interest in *Filght School*, and a lot of success. I mean we're seeing students as Scott knows for sure that are doing deals really quickly and coming out the backend of *Filght School* having done multiple deals it's exciting.

Mark: Yeah, it's really great and the Facebook Live I mean I think those are really, really fun to do. It's getting to that point where we have to wonder like am I showing up like too much every single day and doing it?

Scott Bossman: I don't know. I mean people can't get enough.

Mark: I mean I don't know.

Scott Bossman: I think it's really engaged the community honestly and that's cool to see. So I hear on calls all the time people are excited about those.

Mark: All right great. So I have to pick on Mimi more, Erik and Tate to come on more.

Scott Bossman: Yeah.

Mark: I don't know if Scott Todd will even take my calls anymore really.

Scott Todd: Well I mean let's be real here. Like why not?

Tate: Hey, you know I thought that last week we asked our audience to do something. What was the result?

Mark: Oh yeah, I haven't checked Facebook yet. I don't know. Have you looked?

Tate: No. I mean I must have won though.

Mark: I don't think you did honestly, like I sounded really good.

Mimi: And who won the *Tiger* meme contest; *Tiger King* meme contest?

Mark: I don't know.

Erik: Did you get any Tate?

Tate: Not enough. I was kind of disappointed honestly because I think if anybody wins it might be Scott Todd because he's been slaying it on the memes lately and Scott Bossman's done really well himself there. But you know, I know his wife so I'm sure she had a hand in that no doubt. But she's like the funniest lady I have ever met in my whole life. Anyways I was hoping to see some other ones but the boys on the podcast kept me busy, kept me entertained so I appreciate that.

Mark: Yeah. I mean I don't know like... You know what it is, the podcast just came out today for the *Round Table* that's why.

Tate: That's right.

Mark: So yeah.

Tate: We've got to wait two weeks.

Mark: Yeah. By the way, has anybody had any anything like in quarantine change their life? Because I have to give Erik Peterson some props. But before I tell the story Tate have you purchased anything in the quarantine you're like oh my gosh my quarantine life is really better now?

Tate: No, I don't think so.

Mark: All right. I think it might be time to get that Opal Nugget Ice Maker.

Tate: Yeah I know that's not here yet. I did order one of those yesterday but shhh don't tell my wife it's for her birthday.

Mark: Oh yeah, she's going to love it. That's one of those things like every day... I will say cleaning it once a week is like not so fun, but it's not that bad it's like 15 minutes.

Tate: It's for her therapy, right?

Mark: Yeah absolutely. How about you Mimi?

Mimi: Yes. I got an outdoor lounge it's about 8 feet long, 5 or 6 feet wide; it's going to go on the porch outside my bedroom and it should be here this week and my husband is going to have to put the thing together, I can't wait. It's got like cover to protect me from the sun; it's going to be glorious.

Mark: That's wow, glorious.

Tate: That's where you're going to do all your work.

Mimi: In the sunshine.

Mark: Yeah. How about you Erik anything?

Erik: No, nothing comes to mind. But, you know, like I told you earlier today I'm kind of debating on that kettle.

Mark: I wouldn't debate on it; I would get it for sure. It's one of those things... I mean we use it every day you've got to get it.

Erik: Yeah.

Mark: Yeah. How about you Dude Buddy?

Scott Bossman: Kettle, what do you mean? Can you elaborate? Like kettle bells or what are we talking about?

Mark: No, no. I'm going to tell the story in a second.

Scott Bossman: Oh okay.

Erik: I don't want to ruin the story.

Mark: Yeah.

Scott Bossman: Okay I got you. No, I haven't purchased anything life changing. Well I did purchase something that's in the mail that I hope is life changing. We have a dog that has a barking problem so I purchased an ultrasonic high-frequency noise device that I'm hoping will change things. Because he's an awesome dog, he's so smart and he's getting a lot of things down he just got a few things left to work on. So I'm hoping that is going to be my life-changing device.

Mark: Look at Tate laughing he's like Scott 'Exotic'.

Tate: I'm just dogging him. He's like, "He's got a lot of characteristics about him except he still working on controlling his bark." I mean is this a puppy or is this like a dog?

Scott Bossman: No, he is a dog. He is three years old and he is...

Tate: All right yeah, that ship sailed man, you're done.

Scott Bossman: No, you can teach an old dog new tricks.

Mimi: Well the problem is it goes beep after it gets them, right. The dog goes he'll and then it will beep. So instead of just barking you get barking and beeping together.

Scott Bossman: We'll see. I've got a plan. I'll let you know how it goes.

Mark: No one on this call is optimistic about this thing Scott. Like you guys let's just take a wager. Does he return it in seven days or less, 14 days or less or like 30 days or less? Go ahead Tate.

Tate: He's not returning because he is too stubborn. He's going to make it work.

Scott Bossman: Thank you.

Mark: Mimi?

Mimi: I say within the month. He'll give it a good try, a good courage try but he'll return it.

Mark: Yeah. Don't forget it Erin is going to look at him like with disgust and be like, "I can't believe this thing. You know we did this thing, it doesn't work, it's making it worse. Send it back Scott." And then he's like, "Okay. Now I've got to go back on the *Round Table* and return it." Erik?

Erik: So is this a collar that he's going to wear?

Scott Bossman: No, it's a device that you hold and basically when he barks you... It's like a remote, like I'm going to have a remote for my dog and I'm going to turn it off.

Erik: You're going to return it because the problem is you're never going to have that remote near you when he starts barking?

Scott Bossman: I'm going to get one of those belts and I'm going to put my remote in the belt and that's how it's going to be.

Mark: Scott Todd has got 52 dogs. I think he's going to have the definitive answer on this.

Scott Todd: I do not have 52 dogs. I have two dogs thank you, two dogs. Where did you get that 50 from?

Scott Todd: Why? Why would I like throw some solutions to Scott Bossman then he's just going to pat me in the head again? I'm not like... we're enemies man.

Scott Bossman: Listen he's still bitter. You're such a grudge holder. That was weeks ago.

Scott Todd: Oh, oh listen it hasn't come back yet, it hasn't come back yet you'll feel the pain.

Scott Bossman: One guy, one guy throws a shade at Scott Todd other than Mark Podolsky and look what happens, he can't even handle it.

Scott Todd: I can handle it.

Mark: There's even more shade in the shade.

Scott Todd: See, don't you worry it's coming. Don't you worry it's coming.

Mark: See Scott when I cut my cuts aren't very deep.

Scott Todd: But when Bossman cuts that's deep.

Scott Bossman: I mean really okay I want you to say I want everyone to go back and review that episode because we were, you know, Scott Todd was assigning *Tiger King* characters to people. He's got to be somebody.

Mark: But c'mon not Howard, please.

Scott Todd: Howard man!

Mark: Really?

Scott Bossman: I mean everybody else was taken except for the dead guy.

Mark: If it was me I would have been the dead guy. I would have doubled. I would have been like either writer of the show anything but that guy.

Scott Todd: Yeah, yeah exactly. I mean you compared me to like the dude who would be wearing flip flops and socks c'mon.

Scott Bossman: Yeah. I don't know, it was just process of elimination you got to be someone.

Mark: You know what it reminds me? Scott I had like this was like years and years ago when I was working at my investment banking job and people were getting to know me and this guy is like hey do you want to go hang out and go off road and I don't know him that well. I'm like, "Okay yeah sure." So we're spending like a few hours together.

At one point I swear to God he looks at me he's like, "So I'm just going to guess like you were in a band in high school." I'm like, "I look like a band guy to you?" I'm like, "No, I played basketball." I was like, "I did track and I played on the tennis team." Like that's how uncoordinated he thought I was. I was like the band guy. That is the same kind of cut to Scott Todd.

Mimi: Terrible.

Scott Bossman: I take offence to that. I was a band guy.

Mark: No, there's nothing wrong with being in a band.

Scott Bossman: It's not what you're saying.

Mark: But there's a stereotype about being in the band like you know what I mean?

Scott Bossman: I understand, yep.

Mark: You know nothing wrong with the drama kids but there's a stereotype. It's just that you would ask the question I'm just curious like what did you like to do in high school and then you answer it. You don't just assume like you know.

Scott Bossman: All right.

Mark: You've got a great singing voice of course you would be in the band and that's cool. There are a lot of cool things about all these clubs like you know my son is in robotics and he looks like a robotics kid. Nothing wrong with it it's just you would ask the question, right?

Scott Bossman: Right.

Mark: All right.

Scott Bossman: I'm quiet. I'm not elaborating on anything anymore because Scott Todd he's got a full page of ammunition over there apparently he's coming at me.

Scott Todd: I'm plotting, I'm plotting over here.

Scott Bossman: He's plotting.

Mark: I don't know. I feel like I just offended probably everybody now with the whole high school thing too.

Scott Todd: You see you offended the band kids, you offended the robotics kids.

Mark: No, but I'm not offending them I'm just saying that you know don't assume somebody is like something like the stereotype when you first meet them.

Tate: All right we're going to have to throw away yet another podcast Mark, great job.

Mark: Why? I'm not throwing this away.

Tate: No, I'm just kidding.

Mark: It's actually just a way for Scott Bossman to just give shade to everybody and be like okay I'm going to make some guesses. Tate, when you were in high school you were... blank.

Scott Bossman: Yeah, I'm not doing that.

Mark: Here's a fun game.

Tate: Fill in the blank.

Mark: Fill in the blank yeah. Mimi has got a very serious look on her face oh, oh.

Mimi: I'm fine you didn't mention my sports.

Mark: What were your sports?

Mimi: Gymnastics and cheer leading.

Mark: See. Now how would you like it if I was so you were president of the Math's club? Like just after meeting you.

Mimi: No one would mistake me for being a president of that club.

Mark: I'm just saying. Like it's not that it's an insult but you would be like, "Wait, you think that? Just from like that that's the vibe I'm giving off after just meeting me?" Right?

Mimi: Yep.

Mark: So it's just all in context. Whereas if you were talking of Fermi's paradox and the elegance of the Pythagorean Theorem and someone is like, "Oh my gosh, were you president of Math's club?" I'd be like, "Yeah I was."

And you'd be taking in pride. Like if I heard Scott Bossman singing I'd be like, oh my gosh, I hope you were in the band and band club, or you know...

Mimi: Choir yeah.

Mark: ...or whatever. So you see Tate cycling and you know you're like, "Did you have any friends?" Like these are legitimate questions.

Scott Todd: This is not good. Hey, hey this is getting bad.

Mark: Okay, all right thanks everybody. Oh man.

[End of Transcript]