

Ep #146: Doug Ottersberg - Bridging the Gap to Freedom



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Dr. David Phelps and Evan Harris

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Doug Ottersberg: I was usually the youngest guy, and I was in my late 20s. There were people there 70 up, all up 70s and 80s. And some of them weren't there because they had to be, they were just continual learners. And I got the benefit of that, just being able to be around them.

You are listening to the *Dentist Freedom Blueprint* podcast, with David Phelps and Evan Harris. Navigating you through the uncharted waters of a turbulent economy with straight-forward advice to, transform your practice into a self-sufficient cash machine, compound your net worth assets, and multiply, multiply, multiply your passive cash flow streams.

David Phelps: Good day everyone, this is Doctor David Phelps with the Freedom Founders Mastermind Community and the Dentist Freedom Blueprint podcast. Gonna have a really fun interview today with somebody that I have known in the space. What I mean by the space is primarily in the real estate space. You all know that that's been one of my great passions in life, and what I talk about today in terms of wealth-building, and how I did it and others have done it.

But this gentleman has been there, done that. Done all that, I should say. Still does that. But he's also done something more. And I think this is where our commonalities come into place, and this is where it's gonna be fun for me, because I learned some things just in getting ready for this interview that I didn't totally know about my friend, that you'll hear from. And that's some things that I think are so important in the basic fundamentals of life.

We all start out in life with trying to scratch it out, right? We go to the school, we get into a business, a career, a

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profession, whatever it is. And we try to get that point of stability, where we're not just chasing the dollar every month. And then we try to get to success, and everybody defines success differently.

So what's success all about, right? When we start getting material things, and get a little bit comfortable in life, but still there's still something missing, there's something missing. And that's what my friend talks about in terms of bridging the gap. So, let me bring in Doug Ottersberg. Doug, how are you doing today, sir?

Doug Ottersberg: Hey everybody, good to be with you.

David Phelps: So let me give a little bit more background on Doug. As I said, I've known Doug not ... We've not like been close buddies or friends, but we run in the same circles, and so we know a lot of people, and I have sat with him at some conferences, and things like. But we've never gone really deep. I'm selfishly saying this is really fun for me today, but I think it should be also good for all of our listeners, because I think you'll get a lot out of this.

So Doug and his beautiful wife Anna got married in 1994. Together, they worked really side by side, building mobile businesses, so very entrepreneurial. They provide deserving families with quality, affordable housing. I mean, that's the entrepreneurial aspect in real estate in any mode, is filling the gap or the void there. They made some decisions back then to invest in income-producing assets. I'm huge about capital assets, that's a proponent I live by.

And through that, their family has enjoyed the financial freedom to pursue a life of design, rather than one of maintenance. That's key. Along the way, during a period

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where it seemed the harder he tried to achieve his goals, the worst things got. I wonder how many other people are thinking the same thing? "Just work a little harder. Yeah, work a little longer. It's all gonna be good." And there's an embarrassing moment of truth, that caused Doug to realize that he wasn't gonna solve this dilemma on his own. That's also a key point.

It felt as if some mysterious force had him in its grip, keeping him from bridging the gap between his desire to succeed for himself and his family. Boy, don't we all feel like we gotta be the warrior for our family?

Doug Ottersberg: Yes.

David Phelps: But the results that deep inside you really wanted, and you were stuck. And gosh, there are so many people. I was stuck too, Doug. I was stuck too.

So Doug's journey to get unstuck, not only helped him to discover the key that eventually launched him over that gap, but also propelled him several levels ahead, and uncovered a talent he didn't know he had, to help others do the same. As a life-long entrepreneur, his wanting to do, as he refined and honed those skills, they turned into a new calling. Wow, I mean, I feel like that's my journey, too. So now, as a business and life strategist, Doug consults with growth-minded companies, owners, presidents, entrepreneurs, professionals, that are businesses and teams.

His life mission today is to be a difference maker for difference makers. I love that, Doug. Helping them make better decisions and achieve better results, bridging the gap from frustration, to a better quality of life. Doug and Anna are proud parents of three children, three German

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Shepherds, a couple of Dachshunds, a Chihuahua. I gotta meet this family. Their community is Santa Fe, New Mexico, doing their part to make the world a better place.

All right, Doug. Awesome to have you here today, let's go back a little bit. Take me back to your roots, like when you got through school, just real quickly. You got through school, you're looking ahead, I guess you're not even married at that point. But you're going into some career. Where was your head back then? Just take us back, 'cause we gotta a lot of young listeners today ...

Doug Ottersberg: Sure.

David Phelps: Who are probably in that same space. Where was your head back then?

Doug Ottersberg: So my head back then was I had just graduated DeVry Institute of Technology as a electronic technician, and I had a choice of going on the road and being a roadie for the Allman Brothers Band, or ...

David Phelps: Oh, wow.

Doug Ottersberg: Going to work for Hughes Aircraft Company, out in L.A. And my dad chose Hughes, so.

David Phelps: Okay.

Doug Ottersberg: It's like all right. So you know, it was just really day by day. Exciting, out on your own, first adult job, if you will. And the more I got into that job, I liked what I was doing, but I found out I wasn't really cut out for a corporate type job. There was times when we were really busy, but then there were times when we were slow, and weren't doing anything. And my girlfriend thought I was weird at that

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time for feeling guilty about getting this big check, and not doing anything.

Anyway, long story short. I was DJing with friends, and we would go out at night and do these clubs and parties. And amplifiers from other DJs would start blowing up, and they knew we had done electronics, so one thing led to another, and we now had a pro audio and electronic repair business. Which turned into computer maintenance and networking. We were doing companies like First Boston City Corp, doing a lot of work for those companies.

And at one point one of our business mentors came in. He's like, "You know, I've been watching you boys." We were in our 20s. "Been watching you boys work, and congratulations it's been over five years." By that time I had left my corporate job, and jumped just feet first into running our own business. But he's like, "You know, I just wanna ask you, what would happen if you couldn't come into work tomorrow? If you couldn't put the key in the door, what would happen?"

And, "I don't know. What? I guess I wouldn't make anything that day." And he's like, "Yeah, and those employees still gotta get paid. And the rent's gotta be paid." So he really started thinking, and helping me get on this path where one of the things he said to me was, "You know, you need to learn to make money work for you, or you'll spend the rest of your life working for it."

David Phelps: Yes.

Doug Ottersberg: I'm not sure we probably heard that, and at that point in my life I'm like, "Tell me more." So some of the things that he transferred to me were, every part of each day's work

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ought to benefit you in the future. Or at least some part of your work today.

David Phelps: Yes.

Doug Ottersberg: And I'm like, "Well, how do I do that?" He's like, "Well you gotta get something that's not you working for you." And so that's what really got me started thinking, "All right, so yeah I'm working, and I'm running this business." Like, "I got the rent paid, my car insurance is there." You know, all of the day to day stuff. But he was really responsible for getting me thinking more in terms of down the road.

David Phelps: So that's got you thinking about, as you said, how do you get your money working for you.

Doug Ottersberg: Yes.

David Phelps: And so you discovered capital assets, primarily in this case, real estate. Could be businesses as well, but ...

Doug Ottersberg: Sure, absolutely.

David Phelps: So you actually had both. I mean, you had a business. So a lot of our listeners today, they have a business. A lot of my listeners are dentists, or chiropractors, or vets. So they have a business, they understand small business owner.

Doug Ottersberg: Yeah.

David Phelps: Most of them are very entrepreneurial as well, have that same DNA, right? But there's that struggle, like you said, because as long as a business is dependent upon you, or primarily you, the owner, then it's really not a business, is it? It's really a job.

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Doug Ottersberg: That's true.

David Phelps: And it pays well, and it's a starting place. But I think you and I both honestly believe that there's a point where you need to make a transition from always working for the dollars, and you said, getting those dollars working for you. So the question everybody has is, well yeah like you thought, well where do I put this money, when I can probably scrimp enough aside? I wanna be good steward of that money, where do I put it? And so did you at all look at Wall Street financial products a little bit? Did you go there at all, or did you ... Okay, go ahead.

Doug Ottersberg: I did actually. At the time, I had some friends that worked in a brokerage, and I put some money over there. And then the more I started studying it, the more I realized how much control I didn't have.

David Phelps: Yes, yes. Exactly.

Doug Ottersberg: And that was an issue for me. I have to have control, right? And so started looking around at different options, and as you know, I went into real estate and found out that there were things about it I liked. One of my first instructors was a guy named Jimmy Napier. Jimmy wrote a book about investing and debt, and I was introduced to him by a friend's mom, actually. She was a contract note buyer for a large insurance company, that she would buy cashflows, notes, mortgages and ...

David Phelps: Right.

Doug Ottersberg: So anyway I went to one of those meetings with her. As I was going into the hotel, I was with my friend and his mom. And she looks at us and she like, "Okay boys, keep your mouth shut and your ears open. And remember you

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never know who you're sitting next to." And we would go into this meeting, and she's like, "Some of these people might look like they shop at Goodwill, but I guarantee you, they could write a check, and pay for this hotel."

David Phelps: Right.

Doug Ottersberg: So. And it turned out at that point in time, Dave, a lot of the people at that particular meeting owned mobile home parks. And when I started looking at that as a business, and as an investment. Something that you said just reminded me, I was having a struggle at the time. You know like, me going to work, earning the money, managing the business, it was great. But yet, what would happen if I couldn't be there? It would be really cool to have a business that didn't depend on me.

'Cause actually when it came time to selling that business, I found out that a lot of my customers did business with the business because of me.

David Phelps: Exactly.

Doug Ottersberg: And so I'm like, maybe like a coin-op laundry mat, or a car wash, or something. You know, it's just money in, money out. You could have a service, and that's what I found out about with income-producing real estate.

David Phelps: So I probably need to have you back, and we'll do an interview more on this aspect, because people love to understand the journey of real estate, and I love to talk about that too.

Doug Ottersberg: Sure.

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David Phelps: I wanna put that to another segment. I do wanna ask you this question. So when you sold your business, your entrepreneurial business, that obviously was doing well. You went from corporate to say that's not me, to be an entrepreneur and saying, "I'm gonna build something that I can have control over, I can grow it, I can make some mistakes if I have to. But I'm gonna make this thing happen." And you were successful there. You decided through your mentor, to develop passive income streams that were not dependent upon you.

How did you make the transition, and how did you decide when was the right time to sell that business? Because again, it's a money machine as long as you go in and work it. And you ...

Doug Ottersberg: Sure.

David Phelps: There's a point where you decided, "Number one, I don't need to do this anymore. Or maybe I don't wanna do it, I wanna focus on something else." And it sounds like that was the mobile home park. Let's call it business slash investment.

Doug Ottersberg: Yeah.

David Phelps: Because it sounds like you ... Is that fair to say?

Doug Ottersberg: Sure.

David Phelps: Could you give us a little bit of that picture? Okay.

Doug Ottersberg: Yeah, so at that time I was single. And actually had met my, who is now the woman who is now my wife. We were dating, and we just happened to go to a couple of these classes together. And she was kind of similar

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background. She had already bought a house, she's from Mexico originally. And the timing was just right. I did every major life move you could do in a period of about three months. Sold a business, bought a business, got married, moved from one city to another. It was a whirlwind.

The only way I can describe is how I made that decision, it's I was directed to. I believe it was the calling. I believe that, hey this is something that I was meant to do. And literally the stars aligned, everything just laid out. Once you make that decision, it's amazing how the forces of the world can line things up for you. And that's exactly what happened to us.

And a lot of it was, like you said, my mentor. At that point in time I knew enough to know what I didn't know.

David Phelps: Yep.

Doug Ottersberg: And I wanted to reach out, and look for other successful people that had figured things out. And get them to show me how to do it for myself, as well.

David Phelps: You know, that's such a key aspect in life. And I was one that, like a lot of people, Doug, and I know this is what you talk about, and we're gonna get into the heart of this in a second here. But I wanna lead into by saying, a lot of us, as you mentioned, we grow up, we're entrepreneurial, we're kind of type A, we're drivers. It doesn't mean you have to be the smartest one in the class, but it just means you're out there, you're gonna make things happen.

You gotta work ethic, you got a character that says, "You know what? I'm gonna push through no matter what. I'm gonna climb the mountain, even if I fall back a few times." Got that character, so it's kind of that John Wayne,

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rugged individualist, right? And there's nothing wrong with that, but where it fails us is when we say, "Well, you know what? I'll just do this by myself. I'll figure it out myself, 'cause what I've always done in life. I'm just walk around, figure it out myself."

And you just said a key word. Mentors. Other people.

Doug Ottersberg: Yeah.

David Phelps: Sounds like to me a lot of people say, they say, "Well, that sounds like you're being weak. You're asking for help. You're saying I don't know something. That's kind of weak, that's not really falls in the John Wayne character." So talk to me about that for a second, because I think that's what a lot of people miss the boat.

Doug Ottersberg: Well, at that point in time I can remember going back through the classes and sitting there one day, and literally like being tapped out. Like a laying on of hands, if you will. Right? Jimmy was going through the classroom talking with people, teaching this lesson. And he stopped, and he was telling a story, 'cause he taught really well. And he told a lot of stories. And at one point he just stopped, and he put his hand on my shoulder and he said, "It was done for me, and that's why I'm doing it for you, and I expect you all to do the same."

David Phelps: Wow.

Doug Ottersberg: And it was like, at that moment in time. And I realized, just like, "You know, there's no shame in getting a coach." I played on a baseball team, I played football, I had coaches there. I was a gymnast in high school. And it's like, I wasn't born knowing those things. Somebody had to show me the ropes, so to speak. Show me what moves to

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do, and look especially like in gymnastics. I can't see what I'm position I'm in, as well as the coach standing out there, looking in from the outside.

Say, "Okay, tuck here. Move here. Tighten up your stomach here. Squeeze your butt." All of those things the coach does, right?

David Phelps: Yeah.

Doug Ottersberg: And I realized at that point in time, Jimmy here is showing us what got him to where he wanted to be, and the right thing about it too was everybody in that room. I was usually the youngest guy, and I was in my late 20s. There were people there, 70 up, all up 70s and 80s. And some of them weren't there because they had to be, they were just continual learners. And I got the benefit of that, just being able to be around them.

I know I've shaved years off of our progress, just by I don't know it all, but I'll be your best student. Right?

David Phelps: Yeah. I like what you said about continual learning, I think that's such a key. And so many people, and I'll say even myself included, when I was younger, you get to certain point in life through the formal education system. You get whatever degree you need, or a licensee, or ...

Doug Ottersberg: Right.

David Phelps: Your certification, right? You get that, and you kind of feel like the society says, "Hey, you've reached the pinnacle. Congratulations. You made it, now go and take the world by storm." And you go, "Yeah, yeah." And you're all excited, and you go out there, and that's how you feel like, you think, "Well, I've done. So now I just kind of go to

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work, where my work is, and go home and watch T.V., or just lounge around and ..." That's not quite how it works, is it?

Doug Ottersberg: Nope. Definitely not.

David Phelps: The epiphany that you had in 2003, talk about that. That's very interesting, because that's a lot of what you do in terms of helping people bridge the gap today. We're gonna talk a little bit about mindset, and what that means, but let's go back to 2003. Tell us about that event.

Doug Ottersberg: So my wife and I had been operating our mobile home park for a number of years. By now we had a couple of kids. And we're living in a mobile home, in our mobile home park. A little two bedroom, one bath mobile home. And doing everything. I was doing plumbing, I was doing electrical. All these skills that I didn't ever have. Digging ditches. I spent a lot of time with a manually powered earth mover in my hands. Literally.

David Phelps: I know. I've seen those.

Doug Ottersberg: Digging ditches, and you name it. And basically the story is what happened, was I was struggling. Literally. The key moment was, I was in the front bedroom, which also served as the office, and I went out of the office into the living room. And my daughter was sitting there on the couch with a friend of hers. They were watching videos, and the video just ended, and they stood up, and my daughter's friend said to her, "Hey, Gabby. Let's go play in your room." And my daughter looked at her and said, "Room? What do you mean, room?"

And the girl said, "Yeah. Where do you sleep?" And just totally innocently, just like it's normal, she pointed to the

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floor, right there in front of the couch, just, "That's where I sleep."

David Phelps: Sure. Sure.

Doug Ottersberg: And it hit me. It's like, because that girl looked at my daughter like she's weird. Because that's where her brother and she were sleeping. On sleeping bags, on the floor. I felt like a failure. I had to leave, I had to go outside before my girls and my wife would see me crying. Literally. I felt like I was letting them down. It's like, here I am, I am owning this mobile home park, and my kids are sleeping on the floor. There's something not right here. That's when I went in search of, hey, there's gotta be something different than this. There's gotta be something I'm missing out on here.

And that's when I was at a real estate investor conference, 'cause I had been continually going to those. And at that moment I met a hypnotist, and that hypnotist was there, and actually did a comedy hypnosis show. Watching it from the outside, I'm like, "I don't know what to think about that." But yet somehow I ended up volunteering, being a part of it, and when that hypnotist came back, made an invitation to attend the seminar, there was probably, I don't know Dave, maybe 800 people there that day. Half of them stood up and ran to the back, to buy a seat in this seminar.

David Phelps: Wow.

Doug Ottersberg: Me leading the way.

David Phelps: Right.

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Doug Ottersberg: And I don't know what this is, and yet I think I owe it to myself to investigate it some more. And by going to that seminar, I was sitting there in the front row with my wife, watching this guy work. And I leaned over, and I said, "I'm going to do that." And within a year, I was doing that. Going around the country for that guy, delivering his seminar. And through that process, I found out that that feeling that I had, I'm letting down my wife, I'm letting down my kids, it was because I had this mental program running that said, "You gotta work hard, and just get by."

And I was just getting by. Right? And when I realized, "Oh my gosh, there's so much more that I could be doing." And gosh, within a couple of years, yeah, we had had our moved out of that, and bought a couple of properties, moved our kids. And it just literally went up hill from there. It was an amazing time.

David Phelps: So when you're talking about programming, you're talking about really how we are raised in all of the communication that enters through our ears into our brain, right?

Doug Ottersberg: Sure.

David Phelps: Whether that's from parents, or other kids in the neighborhood, teachers, well-meaning people, community leaders, whatever. Watching stuff on T.V. right? Or whatever we consume, that's all going into our brains, all through our life, right? So we get this programming, and that's where we talk about mindset, and what we commonly also call self-limiting beliefs. We all have them. We all have them.

Doug Ottersberg: Absolutely.

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David Phelps: I'm still challenged. I'm challenged on mine all the time, right? So what this helped you do, and as you went through and were delivering this same program, obviously you're learning. You're now a student, but you're also a teacher, so we know how much you learn when you are teaching. So talk a little bit about what was your own breakthroughs, or other people, that are common to other people. You just mentioned some of them, the mantra that study hard, work hard, get the job.

Doug Ottersberg: Yes.

David Phelps: Scrape by, put a little money by the side, and wait for the golden years. So that's one right? So maybe give us a couple other common ones, or some that you think are relevant today just to maybe to talk about.

Doug Ottersberg: Well, yeah following up on that. One of the things that I've realized is, whenever people call me to work with them, there's the reason they call, and then there's the reason behind the reason.

David Phelps: Yes, exactly.

Doug Ottersberg: That might, that reason that they call. So the initial call might be marketing, or employee development.

David Phelps: Yeah.

Doug Ottersberg: Or an important relationship, or something like that in their life. And those are all really good reasons, and yet once we really get down to it, people make the call because they just wanna be happy. They wanna be happier than they are right now. And so what I find most often is, just like you said, that self-limiting belief.

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It's when we want to act and behave in a certain way, and our belief system says, "Well, you're not that guy. You're not that gal. You're not that person." And so acting that way, makes us feel like, "Oh, I'm not being in integrity here." And so whether you know it or not, you will self-sabotage yourself, to hold up that image you have of yourself.

And so at that point, money is a huge one for a lot of people. There's a lot of bad programming around money. And so that's always a popular one. Another popular one, if you will, is just about ourselves. "Am I good enough? I'm not good enough." Or we get the imposter syndrome. It's like, "Who am I to have this business or these things?" So we see that quite often, too. It's interesting.

David Phelps: So here's one that I'm gonna just toss out to maybe help you. So again, a lot my listeners are in professional practice, right? And I think also with mindset, there's what I would, I'm just making up this term, but I would say it's like societal or industrial norms. That is, let's say, just say case in point. You're a dentist, you go through dental school, you get all the education, you get the dentist certification, and you go out. And industry and society says, "This is what a dentist looks like."

He or she is quote successful by society's standards, they live in a certain kind of neighborhood, within a range, right? Kids go to the certain kinds of schools, you drive certain kind of cars, blah blah blah blah. And you get on this track, and you basically put in, let's just call it, 30 years at the chair. Right? And then at that point you retire. Quote retire. And go to live this next assumed life. To me that's a societal norm.

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Doug Ottersberg: Right.

David Phelps: And it's so backwards, and so messed up, and I've got a lot of dentists who have fallen into that trap. I mean, I would have been there, too, except for changes in my life. Just like ...

Doug Ottersberg: Yeah.

David Phelps: What happened to you, where I was a seeker. And moved beyond that, fortunately. But a lot of them are stuck there. And today, not just in dentistry, but every business has issues. There's always gonna be issues, it's never like this is the worst time ever. There's always opportunities, we know that as well, Doug. But looking today at the healthcare industry, the margins of revenue and profitability are being shrunk by managed care insurance, right?

You've got Wall Street's put a lot of money into hedge funds, and they're actually have corporate clinics. And then a lot of these young people are coming out of school with tons of debt.

Doug Ottersberg: Yeah.

David Phelps: So they just feel like they're getting squeezed, squeezed, squeezed. And I'm even hearing on some of the threads, "Well, you know what? I think we, dentists, just need to decide that we're gonna have a lower standard of living." And I go, "Oh my gosh, you bought in the hook line and sinker. What are you thinking?" I know you're not a dentist, but speak to that. Can you help me?

Doug Ottersberg: Absolutely. A lot of it has to do with, let's just say, herd mentality. One of the first things we learn when we're

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learning about mindset, and since most of your listeners are docs and professionals, I think I'm okay using the term sympathetic and parasympathetic nervous system. All right? And so the sympathetic nervous system gets activated when we're in the herd, and we see the threat. All right?

And so we want the threat to go away, so what do we do? We do what everyone else is doing.

David Phelps: Right.

Doug Ottersberg: So that we blend in, we're not gonna stick out. We're not gonna be the one that get kicked off. All right? All right? And so it's like I said earlier, people just want to be happy. They want to activate that parasympathetic nervous system, and stay there as much as possible. So being an entrepreneur, yeah you are stepping outside of that comfort zone, that most people do. You're stepping outside of that herd, and yet it's that willingness to be different, to start thinking different, and noticing. Where I start, Dave, is with results.

When somebody picks up the phone, quite often I'm asking them, "When was it that you noticed that you were stressed out? That you weren't happy, that you weren't getting the results that you wanted to? What was that moment in time, that caused you to pick up the phone and say, 'Hey Doug, help. Let's get this under control. What's going on?'" And I don't know if you've noticed this.

Or have you noticed, though, that the more successful a person is, the sooner they call you?

David Phelps: Yeah. Yeah. Yeah. Very true. Very true. You're right.

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Doug Ottersberg: That make sense?

David Phelps: Yeah, they step up. Yes.

Doug Ottersberg: You know, they step up. And it's like when they finally reached out, what was it that caused you to do that? And it's really that point of being sick and tired. And being tired of this existence. "I just wanna be happier." Right? And so that mindset, especially like you talked about, what is society doing? In a parallel world, we all know the last number of years, we have been dealing with the Affordable Care Act.

David Phelps: Right.

Doug Ottersberg: And this mandate that you, "Thou shalt buy this product called insurance." Right? Well, thankfully my wife and I, and our family, we're very healthy. We do a lot of preventive type work, and regular maintenance. Well the doctor that we would go to see, he stopped doing practice the way everybody else was doing it, and now is doing just, you have to pay a monthly retainer.

David Phelps: Yeah. Yeah.

Doug Ottersberg: If you wanna go. So it's a completely different model, and I know that there are people who have like, "Oh my gosh, who do you think you are?" And blah blah blah.

David Phelps: Right.

Doug Ottersberg: And he's like, "I know who I am. I'm a professional who's worthy of his hire, and I also am worthy of stepping up and saying, you know what, this is how I want to live my life. This is how I want my practice to be."

David Phelps: Exactly.

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Doug Ottersberg: And it takes a little bit to do that, and that's why a group like yours is so so important. To have that like-minded people next to you, supporting you when you make those decisions.

David Phelps: So jumping in and finding the right herd, if you're gonna follow a herd. Is pretty important, is it?

Doug Ottersberg: Absolutely. And it's that old saying, "Birds of a feather." It holds true. Because when you think about it, without getting too esoteric, having gone to electronics school, surprisingly enough, really prepared me for working with human beings. Studying in electronics, and circuits and energy, we produce energy. I mean, you can hook us up to all kinds of things, and get nice charts and graphs, and see all these sine waves, and all kinds of amazing things.

Look at our brains. Look at our brains when we're under stress. Look at our brains when we're not stressed, when we're thinking clearly, if you will. The longer I live, the more I study those things, I'm like, "Oh my gosh, it's so amazing how one thing leads straight into the other." How the power of beliefs ... Literally Dave, have you ever had the experience of walking into a room, and you're like, "Ew. I don't know what it is, but something's off. It's just doesn't feel right in here."

David Phelps: Sure. Sure. Absolutely.

Doug Ottersberg: And by the same token, you've had the experience of walking in and you're like, "Wow, this feels great, I love being here."

David Phelps: Yeah.

Doug Ottersberg: "What is that?"

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David Phelps: Yeah.

Doug Ottersberg: And it's the same thing, when a client walks into your office and sits in that chair, if you're preoccupied, and you've got all this stuff going on, and you're slapping on your gloves. "Okay." It's just like. They're like ...

David Phelps: Right.

Doug Ottersberg: As opposed to if you come in, it's like, "How you doing today? Oh, this is gonna be over before you know it." And completely different experience.

David Phelps: Oh, yeah.

Doug Ottersberg: It's like you get back what you put out. So that's one of the biggest things, especially with that herd mentality. Picking the right herd, and choosing what you're gonna be focusing your thoughts on.

David Phelps: Perfect. Perfect, Doug. So I know you're still very avid and invested in real estate. Your mobile home parks, but also you have this, I'm not gonna call it a new passion, it's a passion that you started developing 15 years ago. Regarding mindset, and you feel, I think you feel a lot like I do, is I wanna pass it on. I wanna pass on the things that I've learned in life, and help other people. That's Maslow's Hierarchy, reaching that significance, that point in life where you have meaning.

Not just trying to gain success for yourself, but what's this really about? Right? It's really about what you said, happiness, meaning, purpose in life. That's where we all wanna get to. How do people work with you? What's the best way for people to engage, learn more about you? 'Cause I don't bring people on the podcast to sell

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programs and stuff, but I bring authentic people I know are doing good things.

Doug Ottersberg: Sure.

David Phelps: And so you didn't come here to sell your stuff, but I do want people to know how they can connect with you.

Doug Ottersberg: Sure.

David Phelps: 'Cause that's the best way to do it. I bring good people on, they get to find out more about you, connect. Kind of see if there's a place where they could learn more about what you do, or learn more about what you teach.

Doug Ottersberg: Well, thanks. Absolutely. You can check out my website, dougottersberg.com. And I'm sure you'll have a link there, but D.O.U.G.O.T.T.E.R.S.B.E.R.G., dougottersberg.com. You can go check out the information there. Quite often, the easiest way is to just have a quick call. callwithdougo.com. callwithdougo.com. And a lot times people will get on there, and it's just a conversation like you and I are having right now.

Tell me what's going on. And a lot of times they're really happy just to get pointed in the right direction. If I could do that, I'm more than willing to help them out right then and there. Sometimes it takes a longer conversation, and they always have the opportunity to get involved in a more longer conversation. Just depending on what's going on.

David Phelps: Yeah. Perfect. Perfect. If I bought you a ticket from Santa Fe to Dallas, would you come out to one of our meeting sometime?

Doug Ottersberg: Oh, absolutely. Happy to.

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David Phelps: I'd love to have you come. And would you do your magic, magician show for us?

Doug Ottersberg: You know, actually for groups like yours, a demonstration is always in order. There's people in the room I know that are gonna be like I was the first time I saw that they're like, "Oh, this isn't real."

David Phelps: Yeah.

Doug Ottersberg: And then there will be other people that are like, "Oh my gosh, that looks so cool. I wanna be part of it."

David Phelps: Right.

Doug Ottersberg: And what I've found over the years, is when I come in and do a demonstration, and it's really just a demonstration about persuasion. Because in life, in order to get whatever it is you want, you've gotta help other people get what they want. And it starts with learning to persuade and influence yourself to actually take action. And once you can do that, well then it's natural to help other people.

So this demonstration of own mind power, people find out, "Oh my gosh, this isn't what I thought it was at all." So yeah, absolutely. Love to come down, and have some fun with ya'll.

David Phelps: That would be very very cool. Well, Doug Ottersberg. Man, it's been a real pleasure. This has been fun. You hit some key points in a short period of time. I think our life paths have, all the way back from Jimmy Napier, was one of my first mentors too. And through our different pathways through life, family, business, ups and downs, and that kind of thing. It's really fun to reconnect with

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somebody who really has kindred spirits and that like mindedness.

So thanks for your time today, really enjoyed it.

Doug Ottersberg: Appreciate it, Dave. Anytime.

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