

## Ep #122: Secrets to Investing in a Volatile Market



### **Full Episode Transcript**

**With Your Hosts**

**Dr. David Phelps**

[Dentist Freedom Blueprint](https://www.DentistFreedomBlueprint.com) with Dr. David Phelps and Evan Harris

## **Ep #122: Secrets to Investing in a Volatile Market**

David Phelps: The higher your lifestyle, when crunch time comes, when the tsunami hits, and you better take a reset and downgrade your lifestyle because you can't afford it anymore, that's not a good day. That's not a good day at all. You need to be able to continue your lifestyle as it is. If you can't orchestrate and predict your cash flows going forward, you'll never get off the treadmill. You'll continue to work and work and work because you're afraid.

You are listening to the Freedom Blueprint Podcast with your host, Dr. David Phelps. You'll get straightforward advice to transform your practice into a self-sufficient cash machine. Compound your net worth and multiply your cash flow streams with hassle free real estate. More at [freedomfounders.com](http://freedomfounders.com).

David Phelps: Good day everyone. This Dr. David Phelps of the Freedom Founders Mastermind Community and the Dentist Freedom Blueprint Podcast. Back to you today with what's going to be a very interesting and I think provocative discussion. I'm going solo today. Usually I have a guest, an expert of some form and fashion that I bring onto the show and we have conversations about whatever that topic is. Well, today it's going to be just me and here's why. I want to shoot straight with you. It's going to be my opinion on where our economy is headed over not just in the 12 to 18 months, through the next decade. It's what my friend Jerry Tuma calls the big waves of the economy, big wave investing. Really why this matters to you?

First, before we get started on that topic I want to just let everyone know that we are very excited at Freedom Founders about our major book launch. This is the book The Ultimate Freedom Prescription. This is a book that's

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co-authored. It's the stories of 14 of our doctors in Freedom Founders who have gone down the path, taken the plunge if you will, stepped out a little bit on faith, a little bit of risk, but decided they had to make a change in their lives, a transformation in how they were looking at their financial wealth building plans.

Not just relying on the practice, not relying on the industry, not relying on their hard work and clinical expertise, but on how they could actually be astute investors, taking control of their own investments, getting away from Wall Street and going to Main Street and learning how to do that through learning about due diligence and really primarily partnering with other people. If you'd like to get a copy of that book, it's very, very insightful. It's The Ultimate Freedom Prescription. Now you've got to go to the website [UltimateFreedomPrescription.com](http://UltimateFreedomPrescription.com). Again that's [UltimateFreedomPrescription.com](http://UltimateFreedomPrescription.com). Get a copy of that book. I recommend anybody who is in a small business owner aspect, professional practice doctor, dentist, lawyer, any in chief.

If you've been looking for a way to set your plan B in place and didn't know how to do it, these doctors will talk to you because they are exactly where you are right now and in just a few short years have totally changed their lives and their whole outlook on life and really creating a legacy for generations to come. It's really an outstanding read. Go get it at [UltimateFreedomPrescription.com](http://UltimateFreedomPrescription.com). Okay. That's the only little short commercial I'm going to give you today. Let's jump into really my topic today. I feel like in so many ways we're back where we were in 2005, 2006 and 2007 right before the last financial and housing crash. Not everything's the same. Some things are

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possibly better this time around, but some things are definitely worst.

No one can predict exactly what or when we will hit the next down cycle, but neither does anyone else. The fact is we are going to have another reset and it's coming. My guess it's going to happen within 12 to 18 months.

Remember there's always what I call black swan events, global events which can trigger something that could happen sooner. I truly believe that we have a short window of reprieve right now to get our house in order. We'll talk more about what that means and why this is important for you no matter where you are in your life right now. This is very, very important information. Now realize I'm not an economist by academic training, but I read a ton of economic data and opinions.

I surround myself with the people that I feel are very smart, people that I respect, people that have a sound basis for forecasting and who study history. History repeats itself and so many people forget that. They think well, this time's different or we'll never go back and have that happen again. It happens every time. The economic cycle's been happening decade after decade after decade. Generally every 8 to 10 years or sometimes it's every 6 years, but we're overdue right now. It's going to happen again despite what anybody in mainstream media is saying right now, despite what President Trump wants to do.

By god, he's got to have confidence to be the President of the United States and I respect that and respect the fact that he's going to try to push back on taxes and push back on regulation and says the right things. Again realize that our economy right now which is tied in not just with

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the US, but we're global right now. We can't just control our own destiny in the US. In fact, we're becoming a ball and chain with the rest of the country because we are increasing our debt so much, the excessive spending. I don't see or hear Trump talking about that at all. He's not talking about cutting back the government or cutting back spending. It's going to continue on and that is a major problem that nobody is talking about.

All right. Let's move on. The Federal Reserve and mainstream economists, government economists, have missed every one of the major recessions we've had in the last 100 years. In fact, since 1957 we've had eight major recessions and the Federal Reserve, whoever was at the head of the Federal Reserve at the time, and the major economists totally have missed, have not predicted at all that we were going into to a recession. They missed them all including that last one we had in 2008. It went into 9 and 10 and really probably until 2012 before we started to really have an uptick. We'll talk about really what this uptick means because it's not really based on any sound fundamentals.

What we're experiencing in the economy right now wherever you are, however your business is running, the markets, Wall Street, the real estate markets, they're both way up. Is that real or is it fake? Just like fake news. I think we've got a fake economy. It's just going take something to trigger that next reset so beware. You may or may not agree with me and that's fine, but use your own data. You can't just read what you read in the mainstream newspaper media or online or newscast, cable TV shows. You've got to dig deeper. You've got to get your own data and there's some smart economists,

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but you got to do some reading on your own to make your own decision.

I highly recommend you do some of that because you can't abdicate, you can't delegate your financial future to other people and that's what we've been told. To do what we do well, in our practices, in our business and just abdicate completely our finances to a third party who has some state of expertise or academic training in a certain area of investment. Folks, there's nobody like you to take care of your own self. You don't have to have an MBA or a PhD in economics or finance to get your own house in order. I'm one of those people that's done it myself, but I do it with other people. I don't ever run solo in my life and you shouldn't either.

If you've been a listener of this podcast, the Dentist Freedom Blueprint Podcast, you know that I'm very biased toward building a plan B wealth program, cash flow program through appropriate real estate investment. That's where I'm biased. You don't have to buy in all the way to what I'm saying about real estate. That takes time for most people, but realize I've been doing this since 1980. Bought my first real estate property my first year in dental school and never looked back. I've gone through at least four major recessions or economic down cycles since 1980.

I've weathered every one of those without losses, but there's a specific reason why and one reason is I had good mentorship from people early on who didn't let me get into the spank of the mode, didn't let me borrow short-term for investments or do crazy things like that. I learned from great people. I realized too that I made most of my net worth in down cycles. The up cycles just carry forward

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and the cash flows keep coming. Down cycles is where you can make up for lost time. If we're going to have another reset right now, it's your chance to decide how are you going to position yourself. Are you going to position yourself?

Are you going to take advantage of the opportunities that are going to come in the next I believe 12 to 18 months or you're going to sit on the sidelines and be reactive as most people are? It's your choice. It's your decision, but you've got to make it. You've got to learn just enough to be able to do some due diligence and underwriting and then partner. Partner with other people. Now when I say partner, I do not mean form formal partnerships. It's more like what I call joint ventures or strategic alliances. Today I do all of my investing through other people. Not the way I started, but today I recommend you do what I do today and it's find the few and better people. They're out there. They have position. They have access.

They have boots on the ground, real estate business investments or any other alternative investment. I just think you ought to get off of Wall Street. Wall Street's a casino. It's a gambler's paradise. You can't win at that game. Find your alternative investment. Find the right people. You've got to get outside the box to do that. You can't stay at home. You can't just go to your dental study clubs or whatever you do and make this happen. It's take a little bit of work and effort. Anything worthwhile takes work and effort, but the good news is very few people will do this.

If you're one of those that really wants to set yourself on a firm foundation for the future and set up your family for long-term security and peace of mind in generations to

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come, then you will make the commitment to do this. I've done it. Other people are doing it. The book I just talked about, the Ultimate Freedom Prescription, talks about doctors, dentists, veterinarians just like you, just like me who took the steps forward to create that real freedom. As I said, I've been investing in real estate since my first year in dental school in 1980. That's 37 years. Gone through four major up and down cycles. I invest. I don't speculate. That's the difference. A lot of people speculate.

In fact, today in the markets in both Wall Street and Main Street, Main Street being real estate, there is huge speculation. People forget so quickly that market cycle. People had already forgotten it seems to me that we had a major downturn 2008, 9 and 10. The credit markets have opened back up again. For the most part, banks are lending. We have the lowest interest rates historically that we'll ever see in our lifetime. Interest rates came down since 1980. Actually in my first year in investing, we were at a peak of 21% prime rate. 21%. For those of you who are young and have never seen a double digit interest rate, yeah, 21%.

Since 1980 those rates have been over those last 36 years have been dropping until we get to the low point last summer July of 2016 when rates hit an all-time low. In fact, in Europe rates went negative for the first time ever in history. Crazy, crazy unique times, right? There's opportunities when rates go low. Now we're back on the other side. We're starting to tick back up. The Federal Reserve is doing their best to try to raise interest rates. Why? Because they need a cushion. You can't go much lower than zero or negative, negative to zero if you want to try to prop up the economy which is what the Federal Reserve has been doing. We are living in a time where

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we have artificially low interest rates. You say, "Well, that's great.

That's great for me, great for my customers and clients, people that have debt. They have lower interest rate payments." You have lower interest rate payments if you're a business owner and expanding. Well yeah, that is good, but it's artificial. When rates go back up again, it's going to take a major bite out of the economy. It's going to hurt our consumers, our customers, clients and patients and it's going to hurt the government because as the government has to pay more interest on the massive debt that keeps on compounding, those interest payments suck money and productivity out of the private sector. See the private sector, that's you and me, that run businesses or employ people. We're the ones that run this company.

We're the ones that are the producers that the government leeches off of. Government produces nothing. Government produces zero. Trump's talking about giving us a tax cut. Well, that's our money to begin with. To give us a tax cut just means letting us keep more of our own money. What a novel thought, right? There's really only three ways a government that spends like our government with massive debts, entitlement programs can resolve that and one of those is through default. There are countries that have defaulted. Greece right now bad, bad position. Italy not far behind. Venezuela is just cratering. Puerto Rico not a country, but Puerto Rico is defaulting right now on state obligations. Will the US default? Well, I think we're the last country to ever default.

If we default, Katy bar the door. It's over. It's over. I don't see default as something that this country's going to do, so what's the next option? Well, it's raise taxes. Well,

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where raising taxes can only go so far. Right now the "wealth people," however you want to define that, I think they say that's people who make \$250,000 or more by definition, are paying 84% of the taxes in this country. How much more can you suck out of the "wealthy?" 50% of the people in this country pay nothing. They're leeches. You can't suck more out of taxes. Even though Trump is talking about a tax cut, I don't think that's going to happen. I think it's words. I mean I love the idea, but how can you cut taxes when we have a government spending that's excessive.

You got to cut government spending first and that's not happening. Our politicians in Washington right now have no motivation to do that. They're in it for themselves. They care only about themselves. They do not care about this country. If they did, we wouldn't see these massive budgets that they roll out every year that have no decrease in spending programs. As I said a few minutes ago, the real estate markets and Wall Street are both at very exuberant highs right now. If I was in Wall Street investing of any kind, I'd be starting to convert out into alternative investments or at least go to cash for a short time if you don't know what to do. Take whatever gains you have there. Be thankful for them and pull that money out.

Again I'm biased and remember any of the information I'm discussing here today is for education purposes only. I am not a licensed fiduciary. I do not give tax legal or investment advice. I just give you my opinion. You got to take my opinion with that in mind and do what you will with it, but study hard and get great advice. The real estate markets which we'll talk a little bit more about in a little bit, how am I looking at the real estate markets. They

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are at a high right now, but that doesn't mean you can't invest, doesn't mean there aren't great opportunities, but you've got to have specific criteria and know how and where you're investing to stay and be able to weather the storm. As I said, I've done it four times in 37 years now and have never lost, never lost property.

My renters don't leave in droves because we have a recession. No. The dividends, the cash flow keeps on trucking on. Values if they go down, they go down for a short period of time. I'm not a seller, so I don't take a loss. Why is this all this important to you? You may not be a real estate investment. You may just be worried about your practice or paying off school debt. I get it. This is important to you because we're going to have another reset. I promise you. We'll have another reset. The nation will survive as a whole, but many of its citizens won't. The middle class today is under a lot of pressure. The middle class to a large extent is your customer, client or patient. Well, beware. They're going to have a lot less discretionary dollars to spend on your services or products.

You've got to keep that in mind. How are you going to position yourself for when we have that reset? It may affect you. If it doesn't affect you that much, it'll affect some of your people who support you through what you do. Keep that in mind. As I said, I think we've got a state of executive with Trump getting in the White House. We saw some short-term optimism, gains in the markets, people thinking this is great because he'll push back regulation. I think he is going to do some of that, but is that going to be enough? I think Trump can only put a dent in the problems we've had and that's better than

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going the other way, right? It's better than the other side that we could have had in the White House.

Our economy right now and the spending we have, the debt that's piling up, unfunded liabilities like social security, Medicare which is well over \$100 trillion and realize this, we have baby boomers which I'm in that group, right in the middle of that group, baby boomers there's 76 million of us that were born from 1946-64 are retiring today that is leaving active income and going on social security and Medicare plans at a rate of 10 million per day. That's 10 million per day. How the heck are we going to support the programs that have been set in place for this massive movement from productivity to now being part of the ... I call them entitlement programs. We pay taxes for those. We're supposedly paying the social security which is a Ponzi scheme.

There's no money in that trust fund. They're entitlement. How can the government continue to support that? It's impossible. Something's going to change or something's going to break. You cannot depend on what the government's promised you especially if you're considered someone who has any means at all. If you have any assets, if you have built any wealth, they're going to come after you, confiscate it through taxes and/or means testing for social security. I believe our retirement plans, 401Ks, IRAs, I think they're going to be means tested as well. What was promised at one point, some of that is going to be stripped away. Just bear that in mind. Don't believe everything the government tells you. The purchasing power of our dollars is going to decrease.

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Why? We're going to have inflation. I was just getting ready to tell you I think I didn't give you the last way that governments deal with government spending. I talked about the fact that they could default which I don't think our country will. They can gain more revenue through taxation, but there's only so far you can go with that because you got to lay some producers out there in the real economy. If they tax me to death, I quit. I don't work, right? That's what most people are going to do. Businesses can't expand. People aren't employed. That doesn't work. The last way is to inflate. You inflate the currency. Governments had been doing that forever, for centuries, back to the Roman Empire. Today we have a fiat currency.

Not backed by gold standard. Our Central Bank is the largest bank, the Federal Reserve, in the world globally. We kind of rule the roost. Does that give us carte blanche to just keep spending? No, but we do. We do. The Federal Reserve digitally prints money today head or fist. They print billions and billions of dollars for the carte bailout after the 2008 recession, depression, whatever you want to define it as and just pump billions of dollars into the marketplace. What does that do to the purchasing power of that dollar? Well, it's going to decrease it. That's what inflation is. Inflation is a silent tax. You don't write a check for it. The government doesn't assess that to you. They steal it from you through printing money.

They're stealing from you and your future generations by inflating the currency. I believe we're going to have a massive wave of inflation in the next decade. We're just now seeing the signs of it right now. Don't believe in government numbers, the CPI. It's all distorted. You just look around and look at the cost of what you pay today for

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the commodities and healthcare, taxes, property taxes, local, state. Everything's going up. Everything we buy today is going up. Energy cost have been down somewhat because of the Saudi's producing so much, but that's going to go back up again. Just watch it happen. Inflation can definitely occur during times of we call stagflation. You do not have to have a robust economy to have inflation.

In fact, it happened back in the 1970s. We're setting up for that right now where we have big inflation, but an economy that is stagnant, that is not going anywhere. They can happen and do happen coincidentally. Set the government debt. Spending goes on. Trump is not talking about that at all and he's not going to change that. We'll talk about what that means to you and how you need to prepare yourself for another reset. The government economists as I said have missed every prediction of recession in the last 100 years.

Just last 2008, January 2008, that was 10 months prior to the massive crash on Wall Street and the housing market, former Federal Reserve chairman Ben Bernanke predicted in January of that year prior to that recession and crash that the Federal Reserve is not predicting a recession. He made that bold statement. Yet what happened 10 months later? Massive crash. See, they never get it. They never see it. They perpetually miss the mark. You cannot listen to what they say. I mean listen, but listen with open eyes is what I would say. In fact, whatever the majority is saying to you, I would say the majority is virtually always wrong. I'm a conferring by nature. I go the opposite direction. When everybody's buying, I am very, very careful.

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I'm very selective. I'm not out there chasing dreams or speculation. When everybody's selling and there's blood in the streets, I am a massive buyer. That's what you got to prepare yourself for. This isn't all gloom and doom. This isn't David on massive pessimism steroids. This is reality. You got to get used to it. The markets are highly volatile more so today than ever before. We're poised right now for what I believe will be a major reset. Everybody else has as I said has forgotten what happened nine years ago, but we cycle every 8 to 10 years. The only difference now is that the ups and downs of those cycles become steeper and that's because the Federal Reserve is losing control. They can't continue to manipulate forever because we're a global economy.

Our other nations that our lenders, China, Saudi Arabia, Japan, they're not going to put up with low interest rates on a devalued dollar with inflation. They will not put up with it. They're going to demand higher interest rates or not going to buy our debt. It's going to be a problem folks. Just understand that. All right. The bottom line. Bottom line is you've got to prepare and position yourself for the next reset, the next cycle or do you. If you just keep your head in the sand and do nothing, I promise you there's going to be tsunami wave and a lot of people aren't going to make it through. It doesn't matter what you do for a living, what your educational level is, how well you think you're doing right now. A tsunami is going to hit and you don't want to be a victim of that.

All right. Number one, here's the strategies I will talk about. It's time to get your house in order. In my opinion you've got a small window in which to do this. A small window of time, a little bit of reprieve before we have that next reset. One, as I said earlier, I'd start moving money

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out of the stock market. I'm biased against Wall Street. I'm telling you what I would do. You do what you want to do, but I would start moving it out. Whatever gains you've got, I'd start taking those out. Don't take advice from people who sell you stuff or give you advice based on fees and commissions they earn. I mean that's how they put food on the table. Be very careful about with whom you take advice and realize that they may be doing it because they have an agenda.

Not that they want to hurt you, but that's how they make money. If you have any underperforming assets right now, businesses, real estate, anything else that's underperforming, now is the time to sell it because we've got people paying ridiculous money for all kinds of assets. People that don't have a clue and they have access to credit. They're going crazy right now. Sell off stuff that's not working for you. Anything that you feel like is marginal for any reason. In real estate, if it's not the right collateral, the wrong geographic area, you don't have good management, you have a lot of tenant turnover, in other words things are trending the wrong way, the political environment is into heavy entitlement programs in that particular area where you're investing, there's little growth in economic development, get out.

Get out. Remember you do not have to invest in your own backyard. That's what makes real estate so great and you shouldn't. In most cases, should not be investing in your own backyard because what does that mean? It means you're going to try to control those investments and I don't want you controlling, meaning I don't want you managing. All right. Keep some liquidity. Now I don't stay in cash because cash doesn't earn me anything. I will keep a portion of my investments in debt related real estate

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assets. I want to talk about debt. In this case I own the debt. I make loans. I lend money to really good real estate operators who are borrowers. They need my capital. I will track with them by lending money.

That money will just secure my real estate, those receivable that I carry, I can liquidate those very easily. Not at a bank, but within my financial friends network. Those notes are easy to liquidate because people always want solid receivables for the track record. That's where I keep my liquid money. If I want to access it because I've got better opportunities, I'm ready to go at any particular time. It will allow me to buy back in wholesale prices when we have the reset. You got to have new position to buy back in. Whether you buy business or real estate, whatever you do, when the reset happens, no one's buying credit, it's tighten back up, that's the time to go back in and buy.

You don't have to have your own relationships to those deals or build relationships through other people. We'll talk a little bit about that. In fact, that's the next thing I want to tell you. Set up your insider relationships now. Real estate is an insiders game. Now you can't do this on Wall Street. It's illegal, but real estate because it's an inefficient market, insider information is the way you roll. You can't know everything. If you're a busy professional practice owner, you can't go out and find the deals yourself. That's crazy. You're wasting your time. You're not going to find good deals. You don't know what a good deal. Find good people who do, that's how I invest today and that's the opportunity.

When the next market reset hits, man, have those relationships in place. Go to town. Remember chaos

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creates opportunity for those of us who position ourselves in the right way. Chaos for the majority is a killer. It's a setback. People see the stock market investments go down by 50% every 8 to 10 years and they have to get 100% return to get that 50% loss back up to even. That takes another decade. Folks, you don't have time to lose another decade of your life in lack of wealth building. You've got to get more interested and take more action in your own future. I would say next step would be to avoid short-term debt in lines of credit. Now a lot of you can get those today and you're using them, but start getting those short.

Start paying those off or turning those lines of credit, those open lines of credit, into amortized fixed rate loans and pay them down. Get rid of that stuff because when tough times happen, credit markets tighten up and the banks will start calling in capital. They're going to call it in from their best borrowers, you. People who have assets. They're going to call it in because the feds require them to do so. It's just the way it works. It happened all over the board in the last downturn. It's people who are making payment. I'm not talking about that you defaulted or not making payments. The best borrowers get their capital, lines of credit called. Don't rely on those as we're go into a reset.

You've got to wing yourself away from short-term debt, callable loans, balloon payments, things like that. Now do take advantage of the historically low interest rates we still have right now only if you are using that kind of debt to acquire good businesses, the cash flow, great real estate, the cash flows. It's an opportunity because with long-term fixed rate debt to acquire those assets you will be paying back that debt with devalued dollars. You're shorting the

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dollar. You're going to use inflation to your advantage and that's how you do it. That is exactly how you do it. Do not speculate. Don't get caught up in this wave of price points going up and up and up and it's never going to end because everything is good and Trump's in office.

Get over that because it's not going to happen. We're living in a full economy. It's pumped up by the fed printing so much money. Don't buy into that. You've got to buy or invest based on criteria, based on sound fundamentals and cash flow today not what you think the price point will be tomorrow. You can't go for the capital gains of profit because everything just goes up and up and up. It will not continue to go up and up and up. Finally, I would say invest in what you know. Now that means you've got to do some studying, right? That's why I like real estate because I can learn about it. If I stay with single family houses, very simple to learn, understand and know. It's not complicated.

If you want to get more complicated in real estate, you can do that at the right now, but single family is drop dead easy. It's easy to predict and there's multiple exit strategies with real estate. I don't have to be dependent upon the investor market to be my price point on exit. Homeowners buy real estate and they don't buy it for the same reasons that we do as investors. I can maintain a level of control over my real estate investments that I can't do with any other investments. Certainly not on Wall Street. Does controlling your financial future take some work? Yes. You cannot delegate this. You can't put your head in the sand and abdicate your financial future. I am so strong about that.

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You have to got to find people, safe communities, places where you can learn how to do this. That is your fast track. Don't go back and get an MBA. Don't do a PhD in this and don't just put your head in the sand and not do anything. You cannot afford to just take no action at all. You need to make a point to take back control if you haven't already of your finances and investments. Working hard all of your life and then reaching what used to be called the golden age of retirement isn't working out for the majority. It doesn't matter how much you've earned during your active or working career years. In fact, it's usually worst.

The higher your lifestyle, when crunch time comes, when the tsunami hits, and you better take a reset and downgrade your lifestyle because you can't afford it anymore, that's not a good day. That's not a good day at all. You need to be able to continue your lifestyle as it is. If you can't orchestrate and predict your cash flows going forward, you'll never get off the treadmill. You'll continue to work and work and work because you're afraid. You're fearful and you know you don't want to be dependent on third parties like the government for your future. A government by the way which is bankrupt, which is absolutely bankrupt today. Our government is bankrupt. We're spending like there's no end to tomorrow. All right.

That's it today. I made this a little bit longer, but I'm so adamant about the fact that I want you to not get rolled over by the next reset. You can't afford to. Position yourself to take advantage of the opportunities. They're coming. They're coming. You could make up for lost time if you're positioned, but you can't do it if you're just doing the same old, same old thing. You can't continue to do what you were doing three years ago into the future. It's

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different. Everything's different today. Much more evolved than we have in decades in the past. Times aren't different. They're not better, but there's opportunities out there. Always opportunities. I am the eternal optimist, but I can't do this alone by myself.

I surround myself with the best of the best people. You can too. You should too. That's it for today. I'm almost out of breath. Thanks so much for being with me on the Dentist Freedom Podcast. I will be positioning you for the future with more of these sessions coming up in the future podcasts and bring you guest experts on that will help you decipher and navigate through those turbulent waters. This is David Phelps. I'll see you next time. Dentist Freedom Blueprint Podcast. Remember, always stay focused on your freedom.

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