

Ep #187: Justin Short - Creating a Lifestyle Practice



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Dr. David Phelps

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Justin Short: Money doesn't buy happiness, but money does allow me to have more freedom to spend time doing the things I want to do with the people I love. When I get to see another doctor who has not experienced that before get to experience it, just for me personally, that's better than any dental case I could do on teeth.

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Dr. David Phelps: Good day, everyone. This is Dr. David Phelps of the Freedom Founders Mastermind Community and Dentist Freedom Blueprint Podcast back to you today with what's going to be, I think, a very interesting and ... I know I'm looking forward to this interview with a young man. He's definitely younger than I am, so I'll call him young, and someone who has really, I think, intentionally set out in an early age to design a lifestyle for himself and for his family that most people don't do. In fact, I can honestly say that I didn't have, probably, the same vision that this young dentist had at his age. It took me some years to kind of figure out and stumble into really when I gained this clarity in where I want to go.

Without further ado, let me introduce my guest today. It's Dr. Justin Short. Justin, how are you doing, sir?

Justin Short: Good, David. Thanks for having me. I appreciate you calling me young. I'm kind of getting to that age where I really appreciate it now.

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Dr. David Phelps: Well, you're still just shy of 40, are you not?

Justin Short: I am. I get another six months before I cross that bridge.

Dr. David Phelps: Okay, well-

Justin Short: But who's counting?

Dr. David Phelps: We're going to check back in six months and see how you're looking, see how you're doing, but I know you'll be doing great because we laugh today and, again, you're not there yet, but people that are, say, in their 60s say 60 is the new 40, and 70 is the new 50, and 80 is the new 60. I think if you live your life with some care, some caution, some health involved, obviously, is very important, but it's really what we do with our mind, and I think that's what keeps people young is how you think. Again, being still shy of 40, you've accomplished a lot, and I think it's going to be fun for people to dig in a little bit here.

You and I also have some things definitely in common. I think the fact that you're out of clinical practice just, actually, as of last October, almost a year ago ... I've been out for about 14 years. You and I both left clinical practice earlier than most would say is typical, normal, whatever you want to call standard a career in a profession. Also, you and I have commonality in our compassion for real estate. I never had a chance to really dig in with you like I am going to do today and find out a little bit more where some of that came from, so let's start little but kind of from the beginning. What was your pathway? What was your entrée into your desire to become a dentist in the first place?

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Justin Short: To become a dentist, it really came down to the lifestyle. I was always interested in pursuing a career in the health field. I originally had started off when I started St. Louis University planning on going into medicine. I did an internship at St. Louis U Hospital for about ... it probably went on about a year, and I got to know some of the residents. I enjoyed it, but as I had conversations with them, and I know they were kind of talking tongue-in-cheek, but it seemed like everyone kept saying, "Don't do it. Don't do it." At that point, even though I knew part of them, what they were saying, they were kidding, I started to take it to heart. I'm like why does everyone keep saying this?

I had someone suggest, "Are you sure this is what you want to do? Why don't you spend some time with your physician and, even, why don't you check out your dentist?" I ended up spending a little bit of time with my physician at his office. I spent some time with my dentist. For me, it was a no-brainer from that point. My dentist had such a nicer lifestyle, nice flow to their day. To me, that's really what it came down to. I liked both. They both interested me, but the lifestyle that my dentist had ultimately trumped and made me make my final decision.

Dr. David Phelps: Man, Justin, that is so interesting because, again, you and I have not shared this with each other, but my story is similar. I was all bent to go into medicine as well. My father was actually a physician, so it was just kind of natural that I just kind of was going to follow his footpath, but for me, it was my orthodontist. When I was in late junior high in high school, I had this great orthodontist who, I guess, really took an interest in me, and that was, obviously, a big part of it, but I just saw ... Number one, I

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respected him because he was a community leader and just a great guy, a great man.

Then, like you said, I saw the lifestyle difference because, similar to what you did, I also did some interning, or I was actually an orderly in the hospital where I grew up in Colorado. Again, behind the scenes, I got to see and kind of get the inside skinny on the long, long hours. Well, I saw my dad do the same thing. I saw the long hours he put in, so it was right in front of me. I made the same decision as you did. I thought the respect, the opportunity to have your own business, your practice to serve people, it's all there in dentistry, but the lifestyle, you actually got to go home at 5:00 or 5:30 on a working day. Most physicians are ... they're just kind of starting their rounds at that point or going to make emergency surgical calls in the middle of the night. Very, very interesting that we saw the same thing.

If I could even dig deeper, what was it about, say, initially, medicine and then turning to dentistry for the reasons you just exhibited, what was the reason just to drive towards healthcare, being a doctor of some sort? What was the drive there? Anybody in your family or just something that you always wanted to do? What do you think that was?

Justin Short: Yeah. Really, I have no one in my family. Honestly, I think I may be the first person in my family that has ever graduated college. My father was a hairdresser as I grew up. My mom worked in General Motors factory. Even though it interested me, even at a young age in grade school and stuff I enjoyed sciences, and I just always found it interesting. It's little bit elementary, I guess, but even liking shows about doctors and stuff. I'm just thinking like, "Man, that's cool that they can go in and do that." I'm

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going to try to keep it real and keep it honest, but I'm sure some of the lifestyle or the money ... I'm sure money had an impact, the respect that I saw doctors have. I'm sure all that played a part to help mold and shape me over the years. I think that's where it came from ultimately.

Dr. David Phelps: No, I appreciate that. Again, I would say the same thing. If somebody asked me, I would list all those things, so I think that's being very real and truthful. Let's talk a little bit about real estate because, like you, I did the same thing. I got started early. What was your entrée into real estate? Where did that begin?

Justin Short: For some reason, I think my dad may have given me a copy of it, but I read Rich Dad Poor Dad in high school, and that flipped a switch in my mind and that ... Even from a young age, that really programmed my mind to start looking at different purchases as investments or assets versus liabilities and just really helped to expand what I felt was possible, kind of just that click, that a-ha moment that you could have passive income that pays real life, and you don't necessarily have to be tied down to a nine-to-five or whatever the hours may be in order to create a good income. That really interested me.

I think one of the things with real estate, I know a lot of people like to talk about investing in real estate or keep saying ... I have a lot of friends, at least, who, "Man, I want to do what you do. I want to get into real estate. I want to have rental properties. I want to flip some properties," whatever it may be. For me, I always think it makes it a much easier transition when you have a passion and you're really interested about it. I think, not that it can't be done, not that someone can't earn good income from real estate investing, but for me it never feels

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like work. Even when I look at properties still today daily, I love it. I enjoy it, so that really, really helped. I flipped my first house during dental school. I definitely don't recommend that for anyone, big lesson learned.

Dr. David Phelps: Well, wonder why not?

Justin Short: Yeah. I mean I purchased a house, a little house, probably about 30, 40 minutes from our dental school. I would drive over there after class. I'd work til midnight. I'd come back and study for a couple hours, go to bed, do it all again. I did this for about three to four months in a row, honestly had ... I'm lucky I didn't lose my butt because I don't know anything about rehabbing. I still don't know anything about rehabbing myself. At the end of the day, after those three or four months, I broke even. For whatever reason, that was another moment where, even though I only broke even, I loved it.

For me, it was very validating because it was kind of during that time when the market was really starting to get on fire, probably 2004, 2005 before it really got too on fire. For me, it was just very ... it felt really good that I did it. Even though I didn't kill it, I didn't crush it, I went out there, I did it, and I learned. That's what really fueled me going. I ended up buying my first rental property probably about a year after graduation, and we just have been going since then.

Dr. David Phelps: Rich Dad Poor Dad really kind of planted the seed in terms of you thinking about assets that would provide income and real estate or ... We're also going to talk about clinical dentistry, but your practice is also an asset because that's You're a big believer in having a business that serves your lifestyle. From both sides, capital assets, Rich Dad Poor Dad and real estate, same

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as it did for me, it just made a lot of sense. I think it's because it's something tangible. When you started out with that first property while you were still in school, and even though you broke even, you realized it was a tangible asset that you could impart some value to. Now, in this case, like I did when I was young, it was, again, our time, so you're busting at both ends of the spectrum, right?

Justin Short: Right.

Dr. David Phelps: You're going to school, doing lab work, and then working on this house. Like me, I think you finally saw there's a light at the end of the tunnel with this thing called real estate, this thing about acquiring assets that will produce income and produce value whether you're working on them or not. Yes, at the very beginning, when we have very little in terms of capital, our own capital to invest, it becomes our time, right? Our time. We did the same thing. We put a lot of time into it.

Let me take the next step, which I think is a critical part of a path that you and others who aspire to be like you have taken. When did you start your family? When did you and Becca get married? Was that before, during, after dental school? When did you start?

Justin Short: We got married on March 5, 2005, and that was the same year I graduated, so we got married probably about two months, I guess, two and a half months before I graduated dental school. I think she was waiting on me to make sure I was actually going to graduate before she decided to commit.

Dr. David Phelps: Smart woman, smart woman, yeah.

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Justin Short: Yep, very smart.

Dr. David Phelps: She wasn't going to sign on the line until she saw that you could make good on it, right?

Justin Short: Right. She knew how much I had in school loans, so she was going to ... She wanted to hedge her bets a little bit. Smart gal.

Dr. David Phelps: Very, very. All right, so what I know today, what I'm sure you would tell other people that you consult with and help is that the person you choose as your life partner, your spouse in this case, has got to be a critical part of your ability to follow a vision, follow a path that you believe is the right one. There's many people that get married to great spouses, right, but they're maybe on two different wavelengths in terms of what they consider risk, and security, and having a job, and oh, my gosh, in this case, investing in rental property. For a lot of people, that'd be very scary, so I'm just assuming, but you give me clarity, were you and Becca pretty much of the same mindset about, in this case, life, family, and what it would take to get what you both wanted, or was there some time where you had to kind of build that together?

Justin Short: I think there's a little bit of both. We have a very strong marriage where, I know, as you alluded to, and I know you would agree, is really, above all, to me, above my practice, above our real estate investments. That's most important. She has always been very trusting of me, trusting my leadership in that area. Sometimes I will get her input, but I think she kind of had the same vision, was kind of just sitting back and like, "Okay. I trust you to make it happen," kind of thing.

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I think we complement each other very well. I'm very not big on making sure all the contracts and statements that we need to collect for taxes, and keeping all the paperwork together, and making sure this closing title company has our tax ID numbers, and all those little things that I just couldn't stand. I could not do it. I probably wouldn't do it if I had to do all the little things that she does in the background. That's the strength that she really adds to me. For me, I like the thrill of the hunt. I like finding the property, finding the deal, working the deal.

There's been countless times, I can't even count, where we'll wake up in the morning, and we'll be going through our daily routine, and I'll say, "Oh, by the way, we have a closing at 2:00," where she had no idea about it, not because I'm hiding it or anything else, just because we have that level of trust and we know what each other's strengths are. I know I could not have accomplished what I have without her support and her taking control of the areas that she's really good at.

Dr. David Phelps: Yeah. No, that's really good, Justin, because I think everybody that I see that's reached a modicum of success or whatever they want to define as success in life definitely had to have a partner that, as you said, trusted them, and they trusted each other, and then they also complement each other in the different aspects of where their unique abilities are and that kind of thing, so that's really, really strong.

All right. I know a lot of people were kind of wondering here, so you did the first property, break even, then you got your first rental property right after you graduated, and but you also had student loan debt like virtually everybody who comes out of school today. How did you and Becca

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put this together and you're also going into practice? Did you go out and do a startup? Did you associate? Did you buy an existing practice? What was your entrée there?

What I'm trying to get to is you've got a lot of moving parts very early in your life with these different things you're doing, a new marriage, and out of school, and practice, and now this real estate thing. How did you kind of put this together? Because it seems like you've got a lot on the table at a young age. No doubt you're a go-getter, but still, how do you balance this stuff out and get clarity on which pieces to move forward and focus on?

Justin Short: Couple layers to that question. I think when you have that end vision, you may not know the exact route that's going to get you all the way to that end vision. For me, my end vision kind of ... the scene that ran through my head day after day was always me and my family on a beach somewhere warm when it's cold back home for an extended amount of time without having to worry about finances. When I had that vision, even though I didn't know exactly how that entire route would look, I could make sure that each step I took along the way got me one step closer. I many not know five steps ahead, but I would know I could scrub each decision I had to make against that final vision.

Going back, for my first real estate deal ... I'll start with practice a little bit. I started of as an associate, started practicing, I believe, at the end of August 2005. I had stopped that position and purchased my own practice by April or May of 2006. I learned pretty quickly I wasn't good associate material. The practice was doing well.

As far as real estate deal, my first real estate deal, I believe, was in 2006. I would study ... and I still do this.

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The areas that I look at to invest in specifically are all in St. Louis right now, but I have certain zip codes that I focus on. I would look at everything that comes on the market and everything that goes off the market in those areas. I still do that. It's a little OCD thing, I guess, but it helps me keep a very close pulse on my target areas so I can quickly realize, hey, this is a good deal. I can get it on a contract before 50 other people put a contract in.

On the first property I purchased, it was a duplex. We didn't have a ton of money, but we had saved some money for a down payment. It was a duplex I purchased for 175,000. I knew it was undervalued at the time. Neither side was rented. I went in there. I cleaned it up for ... is pretty much all I did. I rented each side for, I believe, 800 a side, and then I sold it for 225 within five months. At that point, then I got my down payment back plus I had the profit after I paid Uncle Sam, and then we had the money to go buy two more properties. We kind of did that, kind of leapfrogged along the way. It was definitely a process, and we definitely didn't start off with beaucoup few bucks, but we tried to be smart about it. As we made money, we reinvested it, hopefully made a little bit more, reinvest it.

Dr. David Phelps: I was the same way early on in my career, coming right out of school doing the same thing, putting the time, the effort in, boots on the ground, studying the market, creating your own leap flow, as you say, getting access to deals that other people didn't have because you were navigating under the radar the MLS, the public domains. I mean that's the way to do it. Again, the time factor involved in doing that, and then you got a practice, your family. Even though you did it, obviously, I did the same

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thing early on, but I didn't have kids, any children for nine years, so I didn't have that situation in my life.

For someone who's interested in real estate today as a professional practice owner, would you recommend, unless they had a certain mindset, would you recommend they do it the way you did it, the way I did, or just, in general, I know everybody's going to be different, but what would you ... People that want to get involved, what would you say to most people about getting involved in real estate?

Justin Short: Kind of going back, first I'll answer the time thing. I don't know if we'll get into it or not, but my practice, from pretty early on, I always practiced three days a week up until I sold the practice last year, so that created a little bit of time. Becca has stayed home after, I believe, it was second year in practice. Once we started having kids, I think we were about three and a half years into marriage, I still had only working three days a week. She stayed home with the kids, so we had that pretty much taken care of, so that helped me create a little bit of time.

As far as what I recommend to people looking to start out, I at least tell them my story of exactly how I did it. I always feel a little bit nervous about saying, "Enough saith the Lord. This is what you should do," but the one thing I do, which is pretty much standard across the board when someone asks is, number one, study. Take the areas, start running the numbers for deals, countless deals. I'm sure, just like you, I would run the numbers deal after deal after deal. Then, eventually, you start to see the trends. You start to know, okay, this is a good deal. This has been a good deal.

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I tell them to study their market, and I tell them to read, and listen to podcasts, and take in as much information as you can. Even if you decide to never do anything with it, either way, you can be much better set up. You don't become a successful real estate investor one day because you go out and just buy a property. No. Maybe you get lucky, maybe you don't, but I feel like knowledge and time is one of the things that can kind of even the playing field out. If you have the passion, if you have the drive, take the time to learn and study.

For me, that's what I did. I didn't have, really, a mentor at the time. I didn't have a ton of money at the time, but what I did have was a passion and the time, on days I was off after my family goes to bed, to learn. I could spend that time watching TV or jacking around or I could pull into this and really learn. For me, that's what it took.

Dr. David Phelps: Good advice. All right. Now let's get into the practice. You sold your practice about a year ago and, today, you are one of the ... maybe you're the founder or you're a co-founder or you're a partnership with Dr. Derek Williams in The Lifestyle Practice where you are consulting, coaching other dentists to have a practice, build a practice, create a practice that serves their life instead of the other way around. You obviously epitomize that because you just mentioned you work three days a week.

Let's talk about that. Did you always work three days a week? When you first bought the practice, did you go from five days to four to three? Give us a few nuggets. I know you can't go into great detail on a short podcast, but just a few of the keys that you talk about today in the basis of what you do in coaching that allows somebody, a

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dentist, to work three days a week and still create the lifestyle you have and, we'll get to it, but kind of how you were able to get it done by age 38/39. That's amazing.

Justin Short: Yeah. When I purchased my first practice, 2006, they were working it ... I believe it was being worked about four and a half days a week. I had hired a coach pretty soon into ownership because I had learned, through reading and studying other top performers, that most top performers in whatever field have coaches. I hired Bill Blatchford early on and which really helped get my mind in the right place. I'd say by 2007, at the end of 2007, I went to three days a week, and the practice almost doubled over the next three or four years.

During that time, 2010 I believe, I purchased another practice. I was not going to work this practice. I was going to hire an associate, and I was just going to stop by and pick up a check for 10 grand a month, and that would be it. Lesson learned, that's not how it went, and 100% my fault. I was not reporting in to that office. I was young. I was stupid. I was naïve. I was giving that office no leadership at all. When I purchased the practice at the end of 2009, it did about 700,000 in that year. At the end of 2010, my first whole year of owning the practice, not working in it, the practice did 425,000, so I knew something had to change.

I decided, if it's going to go down, it's going to go down with me at the helm, so I started ... I jumped in, started working both practices two and a half days a week and realized ... Took me about a week, but I realized this isn't going to work long-term, so I sold my first practice, which had grown. Day one of working with my second practice, we went from four, four and a half days a week to three

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days. I never worked more than three days in my second practice because I knew by then I didn't need to.

A few other things that I felt strong or I'm big on when it comes to building a practice is training your team and spending time with them, adding value to them, and we did a lot of that. I would work the practice three days. I canceled all patients on Thursdays for an entire year. Every week, we would come in Thursdays, and we would train. I'd prepare handouts. I would go in prepared just like I was teaching a seminar, anything else, and we would sit down, and we would train, and kind of the rest is history. When I sold it last year, it was doing about two million. I worked three days a week, and I would take 10 to 12 weeks off a year.

I'm also big on taking that time off from a practice. I think it's very counterintuitive for most, but when you're ... This is how I look at it. Every time I cut down my hours in the practice, our numbers grew. I feel like the reason was because the more time I got to take off, the more I was able to be more focused when I was at the practice. With three days a week, I could leave it all on the table. I didn't get burnt out. I avoided a lot of the neck pains and back pains and everything else that a lot of dentists experience.

I kind of use this analogy. I have used this analogy past. I use the analogy of when we take our three kids, nine, eight, and five, and drop them off at my parents house for the night or for the weekend and they're watching the kids, they know they've only got them for 24, 48 hours. My parents will lay it all on the table for these kids. They go to Chuck E. Cheese. They'll go to the circus. They'll go to the movies. They go out to dinner. It's nonstop

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entertainment because they know, at the end of those two days, they're going to give the kids back, and they're going to get a break. That's how I felt at my office. When I was in the office three days a week, I could leave it all on the table, be engaged with every patient that I came in contact with. I was never burnt out. I feel like that always helped us to be more efficient and produce higher numbers in less amount of time.

Dr. David Phelps: Yeah. That's really good, and you're right. That's a life lesson that I think a lot of people don't even get throughout their entire working career, and that is what you said. It's counterintuitive to think about taking time off because we're kind of programmed to be active, to work and think that as long as we're not working ... If we're taking time for staff training, or leadership, or just time out for ourselves away from the practice, that we could be making money. It is so different in reality because you're right.

I think being away, getting refreshed, not being burned out, as you said, physically and mentally, and also that, when you're away, you can actually let your brain think. There's no question in my mind that you've always been a real deep thinker since early on in your life. When you get too busy where you're just always spinning on that hamster wheel, even if you're making good money, you're not allowing your brain to think and actually think of better and focus on that vision and then that clarity of what that looks like.

The other thing is, too, Justin, is you've proven a model that works. A lot of people would say, I'm sure you hear this, "Well, that's just not possible," or, "That's not possible in my town," or, "That's not possible where I live

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or the way my practice is set up." You go, "Well, it's not possible because you think it's not possible," but if it's been done before, by not just you but other people, well, then it is possible. There's just something else that's in the way, and you haven't discovered what that is yet. You haven't identified it, and you haven't decided to attack it based on that self-limiting belief, which is what it really amounts to.

Justin Short: Yeah. No, 100% agree. I say a line all the time as well, if it's possible for one, it's possible for many. When we deem something impossible or tell ourselves something's impossible, it becomes impossible only for us, no one else. For some reason, we like to think when we say, "Oh, there's no way you can do that. That's impossible," we like to think it makes it harder for other people, but it doesn't. It only locks us out of that.

Just like you said, I talk to dentists all day every day. A lot of them, when they come to Derek or I, are thinking just like you said, "It can't be done in my town. My patients are different. My patients don't need dentistry. My patients don't accept dentistry. I have to take insurance," all the different excuses. If there's one thing I've learned in two years of coaching dentists to get their life in place is that patients are patients are patients. Doesn't matter if you're in Canada, Texas, California, New York, patient's a patient. It's a dentist, and the dentist's mindset could vary and determine the success, whatever success level is going to be achieved.

Dr. David Phelps: Yeah, very true words. The Lifestyle Practice, which people can find more about you and Derek and the whole platform at thelifestylepractice.com, so that's got to be a passion for you today like, for me, Freedom Founders is.

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You've gone through different iterations of your life, your practice, your investing, and you figured some stuff out. As you said, not everything was a straight shot. There's always setbacks and things that we learn lessons from, but you've taken experience in a relatively short lifetime, and now you've got a passion for helping others. It still serves your lifestyle, I know, for you and your family, but what is it about helping other dentists that you and Derek really enjoy? Why doing this in this way at this point?

Justin Short: Sure. When I first hired Bill Blatchford many years ago, and I love Bill, and he was an outstanding coach, and he still is, and he's a great guy, he had me back to work with some of his younger doctors at that time. I think that's where that initial love or passion for working with other doctors began.

I think what it really is is, to me, people always assume, "Man, you retired at 38. You must hate dentistry." That really was not the case. There were things about being a dentist and having my own practice that were very, very rewarding a part of me misses but, at the end of the day, it wasn't my hate of dentistry or dislike of dentistry that drove me away. It was my passion or enjoying of doing other things better, and one of those being working with other doctors.

For me, what it is, and I think Derek would probably say the same, but I don't want to speak for him wholeheartedly, is when it clicks for another dentist and they realize, "Wow, I can accomplish this. I can produce more, take home more on three days a week than I can on four ..." We don't go in saying every client we have needs to go from four or five days a week to three days. It's always based on what someone wants to accomplish.

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If you have someone that calls stressed out of their mind saying, "I never get to see my family. My kids are growing up so quick, and I feel like I never get to see them or spend the time with them. I get one week off a year," to see that transform over the time that we work together and leave them with a new mindset of, "Hey, I went from one week off to, now, four weeks off, and my income has increased," but what we try to do is really build them up so that, when we're done working together and they're done paying us, that their mindset is transformed to take it even further. We don't want that to be the end.

The biggest thing, the biggest motivator of why we love it, I just love that a-ha moment in seeing other doctors' lives change and realize more is possible than they ever thought, and them getting their life back, and seeing them enjoy things in life, the freedom to spend with their family or do things they enjoy. For me, and I'm sure, like you, my motivation was never because I wanted to have three Lambos sitting in the driveway. My motivation has always been freedom. Money doesn't buy happiness, but money does allow me to have more freedom to spend time doing the things I want to do with the people I love. When I get to see another doctor who has not experienced that before get to experience it, for me that is ... just for me, personally, that's better than any dental case I could do on teeth. That's why I do it, and that's why I love it.

Dr. David Phelps: That's well said. I totally get that. Seeing changes in other people's lives, whether you're providing that through the oral cavity and changing people's smiles and ability to function or, in this case, Justin, you moved from that to helping your colleagues and seeing the changes in their lives and what it means for their family and their legacy, it's still the transformation of people. If we can be a part of

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that, I just think, yeah, there's nothing better than that. If it still serves your lifestyle, it's the ultimate freedom. That's what I say is you get to work with people you want to work with when you want to do it. It's the whole thing encompassed in one.

All right. My last question to you then, and I can probably guess the answer, but I want to hear it from your words, all the changes that are happening, have been happening but happening kind of at light speed in our industry, in dentistry, really overall healthcare, the changes we've seen in the last decade, are you still bullish on dentistry as a profession? If you could tell your younger self, if you were just coming out of high school and getting ready to go to college, would you still tell your younger self that, "Hey, yeah, yeah, dentistry's a great profession. Go for it"?

Justin Short: I would probably give the same answer I would have given several years ago, and it would go like this. I think dentistry is still a great profession, but you're going to get out of it what you put into it. It's not going to be something anymore like perhaps it was 30 or 40 years ago where you put up a shingle and you were automatically successful, no questions asked. I'm definitely not a the-sky-is-falling, doom-and-gloom kind of guy. I'm definitely you make your own success. I think it's a great profession, but be prepared to go after what you really want. Be prepared to put in the effort. If you do that, I still think the sky's the limit.

Dr. David Phelps: Excellent, excellent. Well, Dr. Justin Short, thank you so much. thelifestylepractice.com if you want to follow Justin and pick up more of what he's doing today in his life. As I said, Justin, we're going to check back with you

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in about six months when you turn 40 and just see if there's any damage with turning the corner. I know-

Justin Short: I hope I'm still ticking. Yep.

Dr. David Phelps: Yeah. I don't expect it, but it's always fun to check and see. Thank you again so much. Love having you on today. I think this podcast will, I think, positively influence a lot of our colleagues no matter where they are in their career or profession today, whatever they see as the future. You're right. There is always a future. We just have to decide for ourselves what we want that to be, and then we have to go get it and not let barriers get in the way or self-limiting beliefs. It's there. Find the right people. Find the coaches. Find the mentors because if it's been done, it can be done.

Justin Short: Yep.

Dr. David Phelps: Thank you, Justin.

Justin Short: Yeah. Thank you for having me, David.

Dr. David Phelps: Yes, sir.

Justin Short: Thank you.

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