

Ep #191: Todd Doobrow - The Retirement Gamble



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Todd Doobrow: People spend more time watching one game, one Saturday, than they'll spend on their retirement planning for three years, three years. The kicker of it for me is in 20 years, very few people are gonna remember who won that football game, a lot more people are gonna be more concerned with, "How come I didn't start planning, throw more bullets at it when I had the capability to?"

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Dr. Phelps: Good day, everyone. This is Dr. David Phelps of the Industry of Blueprint Podcast and Freedom Founders Mastermind community. Here today with an interview that I've been looking forward to for weeks, actually months, a gentleman that I have connected with virtually on some of the Facebook forums, somebody who I've watched and seen how he answers a lot of very, I'd say deep and thought provoking financial situations, questions, issues. Lots of them have controversy attached to them, no doubt. We live in an era where opinions seem to matter, prospective experience, but this gentleman handles everything with a lot of diplomacy and that's one thing I appreciate about him. Without further ado, let me introduce my guest for the day, Mr. Todd Doobrow. Todd, how are you doing sir?

Todd Doobrow: I'm doing just fine, David. Thank you for having me on.

Dr. Phelps: It's great to have you on, and before I give a little bit more of your background, let me give more context. As you

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know, Todd, I'm a dentist, you're married to a periodontist, so we got some connection there, no doubt, right? We'll talk a little bit more about that. So, you've got some affinity for people in professional practice, you know a lot about our issues, which we have many and you come from a very specific financial background. In fact, as I looked over your resume, which I'm gonna give a little bit of it today because I think it's important for people to understand where you come from, where I come from, is you've obviously spent as much time, or more time than many of us. Meaning, in our professional practice, dentists, chiropractors, veterinarians, we all have to go through a very long and arduous process of education, training, and license or credentials, you've done the same thing in wealth management and finances.

In fact, I was looking at all the degrees, and I'm thinking, "How can I actually sound smart today?" I pretty much say I'm not, so I'm not gonna try to keep up. But basically Todd, you grew up in Charlotte, North Carolina, started in the financial services sector after graduation from University of North Carolina Chapel Hill, he began his career in the investment arm of two multinational banks holding operations and equity trading positions. He soon learned that he was adamant about making connections with clients on a personal level. I think that's a key and I see that in you. When I say I see that in you Todd, I see how you are very good about connecting with people and hearing them first before you just sound off with what you probably know as the right answer, you listen first and I think that's ... we all have to learn how to do better with, whether we're a dentist or a financial advisor, listening to our clients, where they're coming from, their concerns, their experiences in the past, that means everything and

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we can't just spout off all the stuff we know without hearing them.

You do that well, so I just want to emphasize that you make connections well with people, what I've seen. You quickly transitioned into the retail sector in 2001, there was a family tragedy. Was it father-in-law passed away?

Todd Doobrow: Father-in-law, yes sir.

Dr. Phelps: Father-in-law passed away and so there was a business tie to him obviously, this was in Birmingham, Alabama. So, you moved there to take that over, a business that was failing or falling because of the loss of the founder, the CEO perhaps. Over five years, you brought that business back up, were able to sell it in 2012, and then you got back to your love, the industry that you're in, with a passion to make sure that what happened to you, your family, that situation wouldn't happen to other clients. That, to me, was really insightful because a lot of what I do today has to do with my own background and family tragedy crisis as well. I think that can be a real driver for a lot of us whenever that happens, and when we find we have to get through, right? You found those challenges and now you're able to have a perspective, I think, that lends itself well to other people.

Todd Doobrow: Sure. Yeah, it was a heck of a situation to be in, and that's my why. That's why I do what I do, that's why I love doing what I do, is to make sure everyone who I come in contact with, never gets put in a situation similar to that.

Dr. Phelps: In that regard, without going to detail on that, which could be a podcast in itself, no question about it. Yeah, it could, all the lessons you learned, but some of the key things, would you say, because it was within your family because

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your marriage to your wife Jennifer, who's a periodontist, her family, her father's business. I mean, just in short, would you say in retrospect with what you know, would you have been a little bit more aggressive in trying to help set up a legacy plan for that business, maybe knowing his health was gonna fail at some time? I mean, what was a key lesson for you there?

Todd Doobrow: Yeah. When you're a 27 year old who just married someone's daughter, it's hard to step in and say, "Hey, have you done this? Have you done this? Have you done this?" Especially when you're speaking to a then 50 year old successful periodontist, who was a brilliant man, he really was, and what I see a lot of times in the industry is it's not the intention that falls short, it's the execution that may be a little bit off. So, when I speak with people, whether it's on that forum or on Facebook or even face-to-face, what I really try to do is listen to what their true, true intentions are and then help them with the execution of it, so they don't fall short.

Dr. Phelps: Yeah, that's well said. I think for all of us, when we are dealing in an area that we're not trained in, so it could be a dental patient coming to the dentist, it could be a dentist going to their financial advisor. There's terminology, there's constructs that we don't understand, and many times we, the layperson in the particular field, we don't know the questions to ask, do we? That's what you see typically on forums, which is not the greatest place to communicate these subjects, but you'll see someone will ask a question and you're very good about, I think seeing through the question. They're not asking quite the right question, they're a little bit disoriented in terms of what their goal is and you come in and you help them re-articulate the question, or at least you try to. I think that's

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a key thing for any advisor, no matter who you're advising, your client base, we got to remember that, that person doesn't come from our level experience and now you're trying to enter their world, wherever it is and it's a different world.

So, we've got to come in from where they come from, get in step with them and then we can start to lead a discussion that maybe links to, as you said, execution. Not just spinning the wheel because most people don't execute, don't implement, not because they don't have intentions as you said, but because they just don't know how. They're afraid, afraid, right? We get afraid. Sometimes unless there's somebody there that we really trust, can hold our hand or connect the dots, we don't get it done.

Todd Doobrow: Yeah, and David, what I normally tell my dental clients, about 80 to 85% of my practice, somewhere in that range, are dental related clients. What I try to explain to them when they come to see me for the first time is, put yourself in the chair, right? You're the one sitting in the chair, you don't even really know what questions to ask yet, maybe you've done some searching online and you found this guy who said, "Do it this way." Or this guy who said, "Do it that way." Look, I've been around the industry for a second, I know how to brush and floss my teeth and I've never had a cavity, but just because I know how to brush and floss my teeth, doesn't mean that I'm smart enough to think that I can do what you do, or what my wife does, or what 98% of the people listening to this podcast do.

Arm yourself with a little bit of knowledge, and then what I always make sure, and I'm such a huge proponent of this,

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if you follow me on Facebook, if you follow me on LinkedIn, you'll see it, ad nauseum almost, is getting the education part. Ask the questions, ask your finance guy what licenses do they hold, what letters do they have behind their name, what can they sell, and how are they reimbursed for it. It's amazing, if you just ask those questions, if you find a guy who loves this product over here and tells you only to buy this, chances are it's because that's what he's comped on or he's not licensed to sell anything else. I sing it all the time, and I'm really trying to raise that level of acumen awareness within the dental community, instead of just saying, "Well, I listened to this other guy's podcast who comes from a background similar to mine and he said I should always do this or never do that."

Dr. Phelps: Yep. Well again like you said, it happens in the dental field. We have dentists who are very, very proficient in certain areas of practice. They've got skillsets, they've got expertise, they've got the education to do certain procedures but maybe not all, maybe not all. That's okay, right? I mean, it's good that ... but if you're not open to really advising your client or patient in what's best for them, you might, instead as you said, sell or advise on something that you can do, when in your heart you know there's something better, "But gee, it's not gonna put some food on the dinner table for me." It's a different way of looking at things but you're right. So, to your point, and again, I'm going to run through these quickly, but you're able to provide based on your background, you've got the CFP, Certified Financial Planner designation, one of the highest industry designations that you can earn, you have the RICP, which I didn't even know what that was.

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I thought it was Rice Krispies but it's not, it enables the advisor to demonstrate value by delivering smart strategies for creating secure sustainable income for a client's retirement, you're a Charter Financial consultant, you have a number of series license. My wife had a number of series back in the day, so I know the level of achievement, series 24, series 7, series 66 and you also are licensed to sell insurance in a number of states. So, as you said, you've got a wide birth, which gives you a lot of latitude to be very open and frank with your clients, which is an important question to ask, as you said. When you go to someone, say, "What's on your table that you can offer me?" And if it's very limited then you'd probably need to be aware of that before you just dive in based on certain recommendations.

Todd Doobrow: Yeah, yeah. I want to treat my clients the way my dentist would treat me. If I'm laying there and you're telling me, "Hey, you've got a problem with number four. Here are the two solutions that we could do to take care of it, here's the pros and cons of the first, here are the pros and cons of the second. Which one do you want to do?" I try to treat my clients the same way. If they're trying to work on their retirement planning, "Hey look, here's four different options that we can run through, the pros and cons of each ones. You tell me which one you wanna do, you tell me which one fits best in your personal situation with your thought patterns, and your beliefs, and your risk tolerance and all that information. Candidly, I always have to bite my tongue because it drives me absolutely insane when someone says, "Oh, well this person told me never to do that. Or this person said that's always a bad idea."

Nothing is always or never wrong, it may not be right for you but there are plenty of people out there who it is right

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for. That's where I think a lot of people get tripped up, is they automatically walk into the situation and they've mentally crossed off three or four talking points that they don't even want to get into. A lot of times, that's exactly what they need, right? Imagine a patient's sitting in your chair, and their tooth, it's dead, it's rotted out and you say, "Hey man, you really need an implant." And they look up at you and go, "Well no, I read online that implants are expensive and they cost me money and I don't want to do it." Well, now you're gonna twiddle your thumbs because you're looking down at them, they're looking up at you and yes, there are a couple other ways we could get around that, but you know in your heart, that's the best solution for them. What are you gonna do? Right? I mean, it just creates a very awkward situation from the get go.

Dr. Phelps: Yeah, absolutely it does. I'll make sure that people know where they can find you because you do provide a lot of good information online. Your company is Wealth Solutions Group, and the website for that, make sure I've got it, it's what?

Todd Doobrow: It's knowyourtomorrow.com.

Dr. Phelps: Okay, so know, K-N-O-W, knowyourtomorrow.com. Yeah, I was just making sure, K-N-O-W, knowyourtomorrow.com. Todd Doobrow, again, it's D-O-O-B-R-O-W. You've got a very good Facebook presence, I've gone there, you've got a lot of great articles that you put out and that's a great place for people to connect on different subjects that affect all of us. I look at a lot of good stuff there, Todd, that you put out, so great information if you want to follow Todd, or get some more information from him, you can certainly go to those places. Todd, one of the things that I think people deal

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with, really at all levels of career, but certainly young people coming out of school today, I don't care where they're going in their life or career, is debt. School education, whatever level you go through, it just comes with a high price tag today.

Again, there's a question often, and I know you can't answer specifically because as you said, you've gotta know each person's individual situation before you can give an answer, but one of the questions that comes up, "Well, do I work on paying off the debt first Dave Ramsey style?" Which is if you take a pendulum, it's way over here on one side, which a lot of people, that's a good thing to do, right? But is it right for everybody? No. People say, "Should I pay off some debt and be investing? Or should I just forget the debt for now and get in the stock market, get into the crypto currency or whatever the play of the day is?" Again, in a general sense, how would you tell people to start assessing what they might do in terms of debt repayment?

Todd Doobrow: Right. You've opened up a couple of different Pandora's boxes there and I'll try to-

Dr. Phelps: I knew I did, that's why I'm asking that question, that's why you're answering.

Todd Doobrow: Right. Yeah, the mathematical answer is always, if you think you can earn more on your other stuff than you are on your debt, then go ahead and pay the minimum and keep investing. The challenging part, especially in the last 10 years, I think we're dealing with a huge, huge recency bias, and it's an almost overwhelming recency bias, where the people who you're talking about with mountains of student loans, say they've been somewhere in the five year range, well, all they've ever seen is a stock market

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that goes up. They've never seen it go down, they don't know what it feels like to lose 30 or 40% in one year, so a lot of times they're going, "I'll just pay off my minimum. Even if it's a 10 or 20 year situation, because I'm gonna make 8, 9, 10, 12% over on this side. Why would I take that money and do anything else with it?" Or they're buying real estate because all real estate has ever done is go up.

Dr. Phelps: Of course.

Todd Doobrow: Well, you and I both know, that's not gonna happen forever, right? We were alive in '07, '08, we had money, we saw the effects of how people act when things go the other way. You've gotta find a situation that makes you comfortable, there are a lot of groups out there, private companies that'll re-fi loans for them, and they offer great, great low rates. Again, like we talked about, the education part, make sure you're asking questions. A lot of those, the typical teaser rates like you would see on a credit card, where yeah, they'll gladly give you a two and three ACE interest rate, but you gotta pay off your loans in five years.

Dr. Phelps: Right.

Todd Doobrow: Well, if you've got \$400 thousand dollars in student loans, chances are you're not gonna get through it in five years. You could, though I'm sure there are people out there who are and who do, but the average graduate probably isn't. So, you've got to find a situation that works out comfortably for you. I'll throw it in the mix even more because what I'm seeing is kids are graduating with about \$400 thousand dollars worth of student loans. If they have a spouse or a companion, chances are they want somewhere to live and most people are not willing to live

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in the apartment anymore, they at least want to \$250 or \$300 thousand dollar starter home. They get presented with an opportunity to buy into a practice, depending on where you are, that can be anywhere from \$100 to a couple \$100 thousand dollars. Then my personal favorite, they all tell me they want the new BMW 5 series, and when I ask them why, they say, "Because I'm a doctor and I deserve it."

Dr. Phelps: That's right.

Todd Doobrow: A lot of times, before we've even seen our first patient in the chair, we've got two commas worth of debt and regardless of how you answer that question, and I hope I have addressed it, I always want to remind people, everybody knows that young doctors are in debt. It doesn't hurt to live like it for a year or two. You can live in an apartment, you can keep driving the car that you graduated with, it's not the end of the world if you don't have all the toys and trinkets on day one. It's okay. You may not even stay with your first job for more than two or three years, and now you've bought a house, you've bought an ..., you gotta unwind everything. Give it some time, just be patient, the rewards will come but first you have to sew the work.

Dr. Phelps: What you said about recency bias, I believe is so true. I see the same thing, is that people either ... they haven't lived through a down market cycle, or they have and they forgot. A lot of people forget pretty quickly about what it was like at the time and what happens there. Same thing with debt, because people are coming out with so much debt, it's almost like, "Well, if you just tack on another \$50 grand here, \$100 grand here, what's that when you're already up to \$4- ... right? The whole problem compounds

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itself, it's a mindset as you said. The big part of it too is, "I've been working so hard to get through school all these years, and a residency on top of that and my wife's been stalwart with me, but she and I've got a young child or two.", and they're tired of living in the box in the apartment. So, why not?

Once you take that step out, buy the house, and then, "Well, we need the car." It just compounds so, so quickly, it gets out of hand. Something else you mentioned I want to touch on too, is you talked about what happens when there is a relatively major correction. As you said, stock market has been known to in down cycles, to lose 30-40% in the matter of weeks. What I hear a lot of people say, again, I think it's just naivety, a little bit of ignorance about what that really means, but what they'll say is, "Well, that's okay. It doesn't matter because I'll just buy more." Well, my question is, buy more with what? With what? I mean, all assets drop so you mean you're telling me you're sitting with quarter of a million dollars sitting on the sidelines. I mean, if you are, good for you, good for you. If you got a margin sitting there, that you can manage that, but most people it goes down so much by more, but what happens to the business as well.

The business that's doing well right now in this bull run economic expansion seems to be going on, and on, and on. What happens also when there's a downturn? Just because everything is working well for you today, you may be in a little bit of a tight when that happens. I mean, a lot of businesses are, correct?

Todd Doobrow: Yeah. You gotta keep in mind really, what is your business? And this goes for anyone, your business is really just a byproduct of the customers, the clients, the

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patients that you get. You may be doing okay, you may be making well into the six figures, and if your income drops 10 or 15%, hey, it's gonna stink, it may burn a little bit, but at the end of the day it's no big deal. Well, think about it from the average american who's making less than \$55 thousand dollars for a family of four. If their income goes down all of a sudden, by 10 or 15%, there's a good chance, they're not coming to see you and they're not gonna get the extra Botox, or the teeth whitening, or all these ancillary things that you and I know have really, really good profit margins on them. They're just not gonna do that, they may not even come see you twice a year anymore and if they do, it's gonna be, "What does my insurance cover?", and nothing else.

Dr. Phelps: Yes.

Todd Doobrow: Those downturns, they don't mainly effect, I'll say us. I like to think I'm on your team, like you said, I married a dentist, that gets me somewhat, but it affects the people who walk in the door and sit in the chair.

Dr. Phelps: 100%, so well said, so well said. Here's another one for you, Todd, and I know how you feel about this 'cause we think very similarly. A lot of financial advisers that I hear talk to their clients in general, when I see articles and things that are posted, and that fact is defer taxes as long as you can because when you retire and you reduce or eliminate active income, and your family's grown and you got them through school and whatnot, and you probably hopefully have most of your consumer debt paid off, your tax rate's gonna be lower. Why not just defer that tax out as far as you can, and then pay a lower tax rate down the road? Sounds reasonable, sounds good, but you and I both know that the historical marginal tax rates aren't

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consistent throughout the years, there's been ebbs and flows of that. Give us a little bit of context there.

Todd Doobrow: Yeah. I mean, I'll start off and provide my own personal example. I've got about 95% of my retirement accounts in either Roth accounts or in cash value whole life insurance policies, and that may not be for everyone. I'm not trying to start the storm, but that's how I'm doing it.

Dr. Phelps: Yeah.

Todd Doobrow: Because like you said, I was born in the '70s and in my lifetime, we have seen marginal tax rates higher than 70%, so to think that we're gonna stay forever in this 33% range when our national debt is well over \$21 trillion dollars, you're right. Your income will be lower, but if our lowest tax rate now, let's just say for the example is 10% and the highest is 33, again just making up numbers, who's to say in 20, 30, 40 years, the lowest isn't gonna be 50 and the highest could be 70-something again. So, you're right, you may be in a lower bracket, but that bracket itself could be a lot higher.

Dr. Phelps: Yeah, yeah. Good, well said. Todd, what about making up for lost time? What I mean by that is, I know you deal with people all the time at different stages of life, but typically as we get later on in our career, let's say age 55 plus, just to make up a number. Probably that's a point where reality starts to hit, people are starting to think, "I'm getting a little tired physically, emotionally. I'd like to see an end game here." And they start to really get serious with you for the first time in their life. Maybe there's been some situations that they could have made better decisions, and some are involuntary. Involuntary would be things that happened in the marketplace, or it could be unfortunately a divorce, or a partnership breakup, or it

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could be a health issue, different things that have financial ramifications to people, or they just didn't have a good plan or plan at all. So they just deferred to, "Someday, and I'll get to my retirement planning."

What would you tell someone ... again, this is a very general question but is there a way to make up for lost time without putting all our eggs in one basket, or risking the farm, whatever you have left? How do you deal with that?

Todd Doobrow: Yeah. What's interesting, when we have those people, they normally come in with one of two preset mentalities. The first one is like you said, "I'm 55 and I hadn't even started, I always thought I'd retire with five million dollars in the bank. Here's X number of dollars, I don't care how far you have to push the gas pedal, I'm willing to risk everything to try to make it happen." The other side of that is someone comes in and they say, same situation, "I'm 55, I thought I'd retire with millions in the bank, I haven't done anything. Here's X number of dollars, do not lose a penny of it. I'm okay if my returns are a little bit less, but do not lose a dime." And again, it depends on the person and what else they have going on in their family, and how they grew up, and all that, but it is very, very interesting to see their facial expressions, and especially a lot of times, as they talk through their personal situations.

I think I'm also, at least a somewhat practicing licensed psychologist, because they'll talk their way through it and you can see their emotion, you can see the look of fear almost to a range of disappointment because they always thought that, "This isn't how I had it envisioned for my life.", but when that guy like me called me 20 years ago, they were too busy or they knew it all themselves and

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now they're going, "Maybe I didn't." Right? "Maybe I was just really good at brushing and flossing, I wasn't so good at root canals.", to go back to my previous analogy.

Dr. Phelps: Yeah. Todd, there's lots of statistics out there today. One of them is that 42% of Americans will die broke, that didn't sound like a bad thing. You mean, is that on the last day, I just used my last dollar and I'm gone? That's not really what it means, does it?

Todd Doobrow: No.

Dr. Phelps: It means there's almost half of our population are in really not good financial state at all. You probably already eluded to that just in the last conversation, but the biggest reason why, and again, we don't have to talk about high income people, right? I mean, because you deal with all sectors of people. Just in general, why is it necessary ... I mean, is that just where we are with our country, our society today, and the economics that we have? Or again, is there a mindset issue at play that you think for most of these people, could be dealt with if they would just deal with it?

Todd Doobrow: Yeah. I think most of the people, we've turned into that YouTube, Google, send an email transaction world, and people want the immediate gratification for the most part. If they've got an extra \$100 bucks, they'd much rather go buy a pair of shoes, buy a new video game, take their spouse out for dinner than to set it aside for retirement. I'm working on a speech next week that I'm giving to two State Dental Association meetings, and when I was doing my research, I found that the average American spends more time watching one football game. Again, I live out in Birmingham, Alabama, football's a big deal around here. We've got a good college football team right down the

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road, people spend more time watching one game, one Saturday, than they'll spend on their retirement planning for three years, three years.

It's not something that people really enjoy talking about. The kicker of it for me is, in 20 years very few people are gonna remember who won that football game, a lot more people are gonna be more concerned with, "How come I didn't start planning earlier or younger, throw more bullets at it when I had the capability to?" And that's just the way the world is, they don't want to deal with it.

Dr. Phelps: Yeah, exactly.

Todd Doobrow: Allow me to say one more thing, sorry, I didn't mean to cut you off. From a millennial standpoint, almost 96% of all millennials feel that they're gonna get an inheritance from their parents, right? They think their parents have a big life insurance policy set aside, they've got an IRA that's got two commas, and beach property in Malibu. I can tell you being on the other side of it, they're gonna be in for a very, very, very rude awakening.

Dr. Phelps: Yeah, and not to go too deep on that, but do you think that's because a lot of their parents, which is my generation, because of being so entrapped in dual careers, that kind of thing, that too much has been handed to that generation, too much has been given to them without them understanding that you actually have to work to get what you want? Is that part of it?

Todd Doobrow: Yeah. I think the other part of it is most of the people, again, in our world and the people who we work with, they see the keeping up with the Jones' mentality. So, if someone's parents down the street passed away and all they know is they got a big check, they just think, "It's

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gonna happen to me." They've also grown up this whole time with mom and dad telling them how great they are, how super they are, how they want it better for you than I ever had it, and they've never really been told no on anything. This is usually a conversation that isn't had until after that day that we put someone in the ground unfortunately, and that's when they get smacked. I've delivered that conversation before and I've had to have it, and I swear the tears are just as real for them finding out they're not getting a six-figure check, as they are when they found out the news of someone passed.

Dr. Phelps: How important is it to have a spouse on board? If someone's married or has a significant other that's part of their financial life, how important is it to have both people on board? Is it possible to have both people totally in sync? Or somewhat as you said, is you're a little bit of a psychologist as well, how do you bring couples together and start to align them with risk tolerance, and spending habits, and lifestyle consumption? That's gotta be a big part of what you do.

Todd Doobrow: About three years ago, I migrated my entire practice to an online platform where we take everything that you own, we sync it up, we look at it, and so when we start having those conversations about what's coming in, what's going out, we can look at their situation in realtime, on the big screen TV. Usually, with most married couples, one is an over-saver and the other one is an over-spender, and to try to get that person to see the other person's concerns can be a little bit challenging. What I found what works best for me and my clients, especially with dentists in particular, because I think most dentists are visual learners. If I can show it to them, it's much more impactful than me just sitting there and talking to them when they

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could be more concerned about the patient they've got this afternoon, or the front desk person who called out sick today.

I think when you can see it, it's a much easier way to address the problem and get them both to say, "Okay, if we keep going down this path, here's where we're gonna end up." And if we can incorporate somewhat, the other person saying, "Here's what it's gonna mean 25-30 years down the road." That helps a lot with the buy in.

Dr. Phelps: It's definitely a process and communication, as you said, visuals, making concepts that many times are intangible to people until they can actually see some visual, I know that's important. So, I know that's a big part of what you do and I just want to bring that up 'cause I know how many times that, that shows up in people's lives where they got married because they are different people. What makes a good marriage work in many respects, right? Because it means we're attracted to the opposites. Well listen, Todd, this has been really good. As I said, I was really looking forward to doing this, it's been as fun as I thought it would be, even more fun. We touched just the surface level of all the stuff we could do, so would you come back again and we could do some other deeper dives on a whole epiphany of topics we could cover?

Todd Doobrow: Absolutely. Like I said before, I love the education part, I love helping all my white coat friends learn what things are, and how they truly work, how it may or may not benefit them. So, if anyone has any questions, I'm sure they can follow up through you or through my website, but I'd be happy to come back if you want me to.

Dr. Phelps: That'd be super. So again, Todd Doobrow, D-O-O-B-R-O-W, and you can find his company Well Solutions Group at

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know, that's K-N-O-W, yourtomorrow.com. Again, he's got a Facebook page, which has a lot of great articles and information as well, so I would definitely look him up. Todd again, I am not biased at all against anybody, but we all know that in every field, every field, whether it's professional practice dentistry, financial, as you said earlier, we talked about earlier, there's people that get in their own little compartment and they won't let ... there's the words of always, or impossible, or never. That's not in your vocabulary, it's not in mine either. We all have our areas of expertise and biases, and I think you give a really great lay of the land. No matter what people want to do, you really do some great consorts and that's why I enjoyed having you on today, so thank you for taking us up on the invitation.

Todd Doobrow: David, thank you very much for having me, I really enjoyed it.

Dr. Phelps: Thank you.

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