Ep #255: Mart McClellan - Myths and Propaganda of Your Retirement Planning

Full Episode Transcript

With Your Host

Dr. David Phelps

Ep #255: Mart McClellan - Myths and Propaganda of Your Retirement Planning

You're listening to the Dentist Freedom Blueprint podcast, powered by Freedom Founders with your host Dr. David Phelps, where the word retirement is bad and true freedom can be secured in three to five years or less. You'll get anti-traditional advice to maximize the value of your practice and multiply your transition options. Create safe and steady wealth building through highly curated real estate and build extraordinary freedom for what matters most to you without depending on the volatility of Wall Street. More at FreedomFounders.com.

David Phelps: Good day, everyone. This is Dr. David Phelps of the Freedom Founders Mastermind community and the Dentist Freedom Blueprint Podcast. Today, I've got a really interesting and a fun guest. I think you'll find a lot of compatibility and a lot of correlation between the two of us today. My first time to actually talk to this gentleman in person, and that is Dr. Mart McClellan. Mart, how are you doing, sir?

Mart McClellan: I'm doing very well. Thank you.

David Phelps: Now Mark, you and I, I think we found each other a little bit through the virtual community, some of the different Facebook dental investment group threads and that kind of thing. I'm always out there in the space, and I know you do as well, just to see what the thinking is in different areas, maybe clinical dentistry or in this case, we're looking at finance and investments. I just like to see who thinks what because I'm always wanting to not just find people who think like I do. That's sometimes where we go for comfort in our life is find people that believe what we believe.

But I think there's another side, to find people that sometimes maybe test your thinking. What I did find was you and I have a lot in common, but here's the thing that you and I have tremendous amount in common is that we both enjoy the field of finance and investment and wealth building, but neither one of us came from that field as our original educational career process, right?

Mart McClellan: Absolutely. Yeah. I was trained as a dentist, like everybody on this podcast.

David Phelps: Yeah. I'll give people a bit of your background. I have it right here, and I will talk about the book I'm reading from. But you got your degree from Northwestern University, completed your orthodontic residency at the University of Michigan, got your undergraduate degree from DePaul University, and that's where you discovered dentistry while you were on a mission trip to both Kenya and Guatemala. Very cool. I haven't been to Kenya. My wife has, but my wife and I have both been to Guatemala, so something in common again there.

Then after you'd had a number of financial advisors, you were referred to your co-author and your partner, Tim Streid, by a fellow dental school classmate. Tim, your partner, introduced you to the unique holistic model that you guys use today. The model worked so well for you and your family, Mark, that you wanted to get this information out to other health professionals, knowing firsthand that this information is not taught in dental school. In fact, Mart, I know it's not really taught anywhere, certainly not in the traditional investment advisory field. We'll kind of discuss a little bit what that means in a minute here.

As a result, you and Tim formed a partnership in 2004 and started what is known today as Macro Wealth Management. So you're the president of Macro Wealth Management, a registered investment advisor, and registered in multiple states in the fields of securities, life, disability insurance and annuities. You live in Lake Forest, Illinois with your wife, Lindsey. You have two children, Reese and Flynn, and a big dog named Bruno. So what kind of dog is Bruno?

Mart McClellan: Bruno is a Leonberger.

David Phelps: Oh my gosh. Really? And so you've had Bruno for a number of years in the family? How long has he been part of the family?

Mart McClellan: Yeah, Bruno just clicked over his sixth birthday, and they don't live real long. So he's an old man now, and he weighs 160 pounds. To give you a little visual, it's a mix. It's a pure-bred, but it's a mix of a St. Bernard, a Pyrenees and a Newfoundland.

David Phelps: Wow. I can imagine. I can imagine. The basis for our discussion today really comes from the book that I knew you were writing, and you were kind enough to send me a few advance chapters a few months ago. The book is now out, and the book is titled Your Retirement Smile authored by Dr. Mart McClellan and Tim Streid. The subtitle is The Treatment Plan for Pay-Cut Prevention in Your Golden Years.

I have to tell you, Mart, when I got a copy of the book, thank you so much for sending it with a nice personal inscription in it, is I went through it, I highlighted a lot of things, a lot of key statements, a lot of key philosophies in the book. Because really unlike you, I'm not really versed in the financial industry at all. Mine comes from real estate, which obviously has finance involved in it, but what I had so much fun finding was that our philosophies are so similar in so many areas here.

We've got 30 minutes or less than that right now to kind of chew into this book. I told you a few minutes ago before we started this that we could take a chapter and spend a day on each one. We can't do that here, but I want you to give enough of the philosophy that I think will intrigue people here because the next step obviously is I want people to get your book. I already told Mart that I want to buy his books in volume to give out to our members in Freedom Founders and people who even raise their hand and say, "Hey, what about this, David?" Because again, you speak the language a little bit differently than I do, but it correlates.

So let's talk about the first part of the subtitle, Mart. Well actually, you know what? Let me back up. Here's what I really want to do. I want to know a little bit more about the story, about how you became intrigued in finance and your friend in dental school, your classmate who introduced you to Tim. What was going on in your life right then and there that you were asking questions or your classmate said, "Hey, go talk to this guy, Tim?" What was going on? What had you already looked into that maybe you weren't totally feeling that it was working.

Mart McClellan: Yeah, that's a great question. That's really what matters. That's where it all started. So when I graduated from my residency program, I had a ton of student loan debt like lot of kids do, and I just went down the traditional path and hired some advisors to help me along the way. After about three or four years of working with an advisor, my wife and I purchased numerous products from this advisor, and we thought he was doing a great job. Then about four years into it, we met with him and he's like, "Hey, I really think we need to move from what you're doing to a different product." It really didn't resonate with me quite well. I generally thought what I did initially was the appropriate thing. But being a dentist and not really understanding all these different mechanics of different financial products, I didn't really know what to do.

It was a blessing, but it was just by chance. Maybe there's no coincidence in life. But my a dental school classmate called me on the phone and said, "Hey, this gentleman has really helped me out my personal finances, and he's really changed my life, and you may want to sit down and talk with him." I'm like, "Well, that sounds good." Anytime I get a warm referral from somebody, I'm more than happy to meet with them.

So Tim came up and sat down with me. He says, "Oh, we've got this holistic model where we can actually measure financial decisions and verify whether or not it's the right thing to do or not before we actually make the decision. Like, "Oh, that's very interesting." I'm like, "Because it's funny we're sitting down here because I'm in the process of having to make a big financial decision, and my present advisor is saying, 'Well, you bought this three or four years ago, and now we're going to change it to this.'"

Tim says, "Well, I've got this model. I can actually measure those two decisions and see what's going to give you a better output and better long-term results." He put it on the model, and he clearly showed what I purchased initially, the first thing I purchased that I thought it was right, was appropriate. That one decision actually changed my life, so we became his clients for seven years. Then we went through the dot-com crash where a lot of my friends and colleagues had lost quite a bit of money in the stock market, and we were doing great.

I'm like, "Wow." I go, "Tim, the system you have actually worked." I go, "We need to get this information to the dental world." So then that's around 2004. We partnered up, and we're looking forward to sharing the information in the dental community.

David Phelps: That's a great backstory, Mart. So tell us, how do you split your time, well, between amongst family, your orthodontic practice and now Macro Wealth, the financial consulting part? How are you dividing your time?

Mart McClellan: Yeah, so the most important piece of that puzzle is my wife. I can divide my time because she's an amazing person to sort of handle all the backstage things. So she allows me to do the Macro Wealth business as well as my orthodontic practice. I still practice orthodontics, much as I used to. I'm looking to continue doing that, but Tim is a full time financial advisor. He's been doing it for 30 years. He worked for a big eight public accounting firm on the front end. So he's full time. So he and I juggle. We have evening meetings with our clients all over the country, and the days that I'm off, we meet together. If I'm lecturing at a group meeting, I'll try to hook up with our clients at those times as well.

David Phelps: So you had to go through and get a number of the designations, right, to participate in Macro Wealth. I mean, you're an RIA and some of the other licenses that go along with advisory services, correct?

Mart McClellan: Yep. We're fiduciaries. Not many advisors are fiduciaries.

David Phelps: No, they're not.

Mart McClellan: You get our designation for that as an investment advisor as well as the insurance licenses in each state that we have clients, and we have clients in, gosh, almost 30 states now.

David Phelps: That's an amazing endeavor to go that deep into two fields, dentistry, orthodontics and also finance. I can't wait to meet you in person. You've definitely got some skill sets or abilities that I don't possess. So I'm impressed. I'm impressed right there. All right. So let's jump into, you talk in the book, and I'm a big fan of the way you talk about it, but there's what we call the traditional financial advisory platforms out there today. It's really where the majority of the world goes but really by default.

You speak in your book about the brainwashing. I agree there's a big brainwashing in America. Well, not only in our public education system, but then in the financial world as well. That traditional brainwashing kind of says today, and I'm going to let you speak to more in-depth here, but really kind of says, work hard, save your money, save as much as you can, save on taxes.

There's a whole construct for that we can talk a little about. So save on taxes as much as you can. Pile up into some kind of retirement plans, and then you're not smart enough or you're too busy, doctor or whatever your designation may be, so turn it over to Wall Street, some advisory, some group, whatever, and we'll help figure it out for you. By the way, don't worry about taxes on the back end because you're going to be living, your lifestyle costs will go down. You won't need as much as you need right now when you're in your active career, in your active lifestyle with your family. You'll need less. Your tax bracket will definitely be down. You don't need as much.

So we'll have this model where you will pile up a certain amount of money and will kind of throw it around in different products that will set the stage for you to then eat away, take distributions from that pile and using a simulation called Monte Carlo, we think we can get you by for 25 years after you stop active income. Did I kind of say that right?

Mart McClellan: No, you nailed it right on the head. I mean, it is a true brainwashing. If you follow that path of the traditional world, it is pretty much guaranteed that you're going to take a significant pay cut in retirement. On every analysis that we do, when you live in that world, we call it the accumulation world. The traditional world is the world of accumulation where you set aside money and just let it grow and accumulate through time, and then you take out your money in the back end in bits and pieces from a minimal standpoint.

You need to really look at the world of finance from an acceleration world. You need to get multiple, multiple uses out of every dollar that comes in your life. Anytime you let one dollar sit in any one particular place, it gets eroded through taxation, inflation and a multitude of other things. That's one reason we love real estate so much too, because that's a perfect example of really how to keep money in motion through time. Because as the money flows through, you continue moving it, and it never really sits in one place for too long.

So yeah, so the brainwashing is prevalent, but since we're not trained on it or not aware of it, you just don't know. But the funny thing is that financial institutions, the corporations and even the government, they know how it works. They live in the acceleration world themselves, but they tell us to do the exact opposite of what they're doing. So we've got to start thinking like they do, and that's why they have all the big buildings. Once you start thinking like they do, then we'll be much, much better off.

David Phelps: Yeah, it's what you call the acceleration, the velocity of money. As you said, maybe call it taking a second, third bite out of the apple, right? You do a great job explaining kind of the myth and concept that we hear so much about, the eighth wonder of the world, compounding, and why, if you just let your dividends or your profits just compound, stay within that one investment vehicle, whatever it may be, that's going to get you where you want to go. You and I both believe in the fact that you need that velocity.

You talk about, you said government financial institutions and corporations being the rainmakers. Great description in your book about the rainmakers and how, as you said, they use the velocity of money. But they don't want us to do it, so they kind of made arrangements to sell us these products, and the big product is the 401k, right? Max out the 401k. All aspects of the 401k safe harbor, stuff as much as you can in there and just let it sit, sit there until you're locked up in, like you said, a prison cell like a lockbox. Then at 59-and-a-half you can start taking distributions out. Besides the fact that you're just compounding and you're not moving that money, what are some of the issues with that max out the 401k strategy, Mart?

Mart McClellan: Yeah. Well, that's a very frustrating thing because it's always the first thing you get from your accountant or maybe from reading Money Magazine or from all these other advisors is the first thing you should do is max out your retirement plan. What successful people do is they have flexibility and options when they make money decisions. When you put money into that vehicle, not that it's a terrible vehicle, it's just you have to understand the pros and cons of that vehicle, but you need to understand. You need to have some flexibility and options, and once the money goes in 401k, that's all gone. It's sort of locked up over a certain period of time.

Unfortunately, what people don't realize too is that when the money goes in, they don't really own those monies. It's under the control of the government, so they make all the rules. They tell you when you can get your money out. I mean, years ago you could get it out much earlier than 59-and-a-half. They've talked about extending those age frames. Can you imagine being a dentist, you want to retire at 60, and all of a sudden the government says, "Hey, we're going to change that time to 65?" All of my money is tied up in a retirement plan. I have no access to it.

They make the tax laws, and they charge what they want from the tax laws. We don't know what the tax rates are going to be in the future. So they have all the control when the money goes in there. So there's a lot of inherent problems in a 401k that are not discussed as much as they should because everything we do in finance has an advantage and a disadvantage. Unfortunately the disadvantages aren't discussed as much, and you should understand the disadvantages almost more than the advantage.

David Phelps: The pay cut that you described that the majority of people take when they cease active income by your stats, your experience, for a lot of dentists ends up being about a 50% pay cut, correct?

Mart McClellan: That is correct. Actually there's a funny thing. The ADA report on retirement also verifies that as well.

David Phelps: Then we will also see the ADA statistics showing that the average retirement age of dentists has gone up from age 62, what was it, eight, 10 years ago, a decade or so ago, up to now it's 69 plus. Well, obviously you can tick off a number of elements in that, but one is the pay cut aspect. So they get there, and they're talking to their financial advisor, and they're looking at this decrease in the amount of capital cashflow that they'll have to fund their lifestyle.

Then I think there's also the fear factor of running out, right? I mean, I'm not a financial advisor, but in Freedom Founders, I talk to a lot of dentists who, as you said, they stuck a lot of money in these retirement plans that are locked up. Whether they can take distributions out or not, they have this great fear that they're going to run out of money because there's no sustainability of income. It's all about depletion, and they never know if they have enough, right? That's the thing. I don't if I have enough. Your holistic model changes that whole paradigm.

Mart McClellan: Yeah, it's funny. They're worried about depletion but not enjoyment. I mean, we work all of our lives to enjoy the fruits of our labor, but people are scared to death when they get to retirement because they just don't know what the future brings. It's actually the greatest fear in retirement is running out of money and almost more than death. In the book, people live economic lives of quiet desperation because they just don't know what the future brings.

So that's why to have some embedded guarantees in there that the money's going to be there, there's some advantage to that so that they can reassure themselves that things are going to be okay.

David Phelps: Give us a little bit of a definition, Mart, if you would, about what holistic or macro strategic planning means. When you mentioned that when you talked to Tim, when you knew I talked to Tim some years ago and he was helping you with that bigger decision, and he was able to construct some type of a model that helped you see clearly. See, I don't even understand how that works because what kind of assumptions have to be made to help you make a decision between one plan or one process versus another? Give us a little bit of what that sort of looks like if you can.

Mart McClellan: Yeah. The main deal when I first met Tim is that he has this model or framework. It's like a game board, like Monopoly. Everybody loves the game of Monopoly. It's a great game. Can you imagine playing the game of Monopoly without a game board? It'd be total chaos. Yet people are trying to play the game of finance without a game board.

So Tim introduced me to this model where we can actually put all the various different financial products that we may have, and there's many, many, many of those as we well know. But what people don't realize before I met Tim was that traditional planning looks at things linearly. Like, okay, we're going to do college planning. We're going to do retirement planning. We're going to do a estate planning. So all these linear things when people, they don't realize that life is not linear, it's dynamic.

So any decisions that you make such as putting money into a retirement plan will have an impact somewhere else in that model that needs to be measured. So that because in order to get the maximum efficiency out of the decisions you make, you need to understand the impact of those decisions moving forward. It's like when you take your car into the shop. I mean, they may change the oil, the plugs, a new air filter. You'll get the same car back, but it works much more efficiently.

The same thing with your financial products. You just need to understand that all financial products have a benefit. By understanding if you make a decision in real estate, the impact that will have on other things in your model. That's the big difference is the game board.

David Phelps: What about inflation, Mart? How do we compensate for, deal with the fact that there's going to always be inflation in the economy and the marketplace? We can't always tell how much, but we can sort of maybe a little bit forecast. I know you probably have, you and Tim have, your opinion on what we may see in the next decades. It's more of a big wave type of approach rather than something that you look at on a year-to-year basis. But how much planning and strategic processes need to be put in place to offset what we may see in the future in inflation in your opinion?

Mart McClellan: Yeah, inflation is probably the biggest wealth eroder out there, even worse than taxation actually. So when we create our plans, we'll take somebody. Say somebody is making a $200,000 a year income and they want to retire in 20 years, well, we'll put an inflation number on that of two or 3%, whatever it may be, because we know it's always going up. There's only been one time in the history, I think, that it's ever gone down, but it's always moving forward because that's what the corporations need, right? For things like planned obsolescence and such.

So you need to understand from an inflationary standpoint that 20 years down the road, that $200,000 income may be $400,000, but that $400,000 is the same as the $200,000. So when we create these plans from a full income so you don't take a pay cut, it's not based on today's income. It's based on your inflationary income in the future because that's the reality of the inflation impact.

David Phelps: It's a false sense of security that as inflation affects our economy and affects people's wages, their take home or whatever it may be, that they may feel like they are richer on paper, but the fact is they're worse off out in the marketplace with their lifestyle needs, correct? That's the way the government deals with the sovereign debt that we are stacking up.

Mart McClellan: Absolutely. All day long. It's on paper people feel pretty comfortable. But I remember my dad, he worked for IBM.

In the early '70s, he was making $25,000 a year. He goes, "My gosh, if I can make that for the rest of my life, I'm going to be rich." But I remember back in the late '90s, I think he's making around 90 grand, he's like, "I'm struggling." I'm like, "It's the same amount of money."

David Phelps: Yep, exactly, exactly. Well, your book, your and Tim's book, Your Retirement Smile, recently surpassed both the Warren Buffett and Dave Ramsey. Congratulations.

Mart McClellan: Thank you.

David Phelps: One of the things that Dave Ramsey is known for, and he's known for a lot of good things. I think he's very good with leadership, and he runs a great company, and he speaks a lot to the masses about debt. I totally understand where he's coming from there. I know you do too. But we know there's good debt and bad debt. I run into a lot of people, and I know you do as well, that buy into Dave Ramsey, I call it hook, line and sinker, and believe that all debt is bad. Therefore, whether it's student loan debt or even if you buy a modest home or whatever debts you may have, that you just need to pay those off first and foremost beyond anything else. You and I would agree that that's not necessarily the right strategy. You want speak a little bit about debt and what you're seeing? Well, whether it's young graduates entering school with a lot of school debt or mid career that are still dealing with debt.

Mart McClellan: Yeah. The whole debt issue is a very interesting topic. You don't want to pay off debt at the expense of your wealth. Unfortunately in the world of sort of the Dave Ramsey where they say do that first, that's a linear thought process. So you pay off your debt. You spend 10 years paying off all your debt, and now you're 10 years later. Now, you start building wealth. Now, you can actually do both at the same time and take the advantages of the good debt versus the bad debt and be way, way better off from a debt standpoint.

It's very interesting. People are like, "Well, I like paying off my debt." Well, if you have a, say, $200,000 mortgage and you have the debt on it, it's got a good interest rate and you can deduct it, and you have $200,000 sitting in a cash account, I mean, you're technically debt free. If you wanted to, you could turn around the next day and write a check and be debt free. But why not use that $200,000 and do something different with it to get multiple uses out of the dollar? Because when your money's just sitting in the equity in your home, you're not really getting multiple uses out of that.

David Phelps: Exactly. Yeah. 100% agree there. You mentioned something I think is very important also in the book, and you talk about opportunity costs. Every decision we make in life, whether it has to do with our finances, our investments, our practice, our family, what kind of car, everything we make a decision on, Mart, has an opportunity cost. Give us a little bit more explanation as to what you see there and in part of your processes, your models, help people through that so they can weigh what those costs are. Because there's costs no matter what decision you make, right?

Mart McClellan: Yeah. Everything has an opportunity cost, and it's one of the biggest wealth eroders that typically goes unmeasured. A dollar lost today is just not the dollar lost today. But the opportunity cost is, what could have that dollar done 10, 15 years down the road from now? So when something evaporates down the road, it's gone forever.

I mean, a perfect example of an opportunity cost issue is term insurance. Term insurance is a really, really good product on the front end. But on the back end it's actually a very costly product because you may pay 20, 30 years of premium, and then you say, "Well, we don't need this anymore." Now, all those premiums that you paid, the only benefit you get from that is dying actually. And if I have to die to get it done, I don't know if I get much of a benefit, quite frankly.

So all those premiums are gone out of your life forever. And to make that matter even worse, you lose the death benefit on top of it. So it's the premiums that could have been compounded to something else plus a lost death benefit. So the opportunity cost on something such as that is very, very costly. Millions of dollars, millions of lost wealth.

David Phelps: Then you talk about there's basically three wealth phases in life. There's the accumulation phase, there's the distribution phase, and the preservation phase. You go in, again, your book in great detail. Do you want to give us a little synopsis of what those three phases are, and are those three phases, again, are they linear or is there three phases that are worked on in conjunction with each other?

Mart McClellan: Yeah, that right there is the answer. In the traditional world of finance, the accumulation is like your working years, and when you get to retirement, then you can start distributing the money. That's the distribution. That's the next stage. Then the preservation or conservation is the final stage when you pass on and you die. So in the traditional, they look at those things in single units. Whereas every decision you make today, tomorrow, or the next day, the facts of each of those phases simultaneously. You'll make an investment in the stock market. Well, that's going to have an impact on distribution, accumulation as well as conservation, all at the same time.

David Phelps: I'm going to go back to a really great analogy you used when you were talking about the acceleration phase or the velocity, getting multiple uses out of your dollars. You took me back to a time to a show back in the '60s called the Beverly Hillbillies. I know a number of our listeners will know exactly what we're talking about. There was Jed Clampett, who was the wealthy millionaire, and he had his money at the bank with Mr. Drysdale.

There was a day that he wanted to actually go see his money, right? He explained that well, but Drysdale had to go and show him a picture because Jed's money wasn't actually saying the bank, and the bank was doing just what he said. They don't let the money just sit there and do nothing. They're out there multiplying the use of it, and I thought that was a really good example for people to understand is why banks have the big buildings, why insurance companies have the big buildings, right? Because they're making that money move. They're getting multiple uses out of it.

Mart McClellan: Yeah, exactly right. So they'll give me a mortgage and I'll pay my mortgage, and then they'll use those dollars to give somebody a car loan. That person will pay their car loan, and they'll give a student loan and business loan. So they'll turn that dollar over four or five, six times in the course of a year, and they don't need to get a great rate of return. They can get one or 2% om those dollars. But you add them all up, and that's double digits, and their risk is lower by doing it that way.

Funny thing about the acceleration concept of investing and money management is that when you become more efficient and you turn the money over more times, you output gets greater but your risk goes down.

David Phelps: Right? Totally agree. So let's finish on one additional myth or an area where people focus too much. Again, I hear this all the time in Freedom Founders, Mart, is everybody wants to know what's my yield, what's my rate of return? Why is that the wrong point of reference to look at?

Mart McClellan: Yeah, the rate of return. Anytime you're chasing rate, see that's what the financial institutions want you to do. They want you to chase the rate of return because you're going to be buying more investments and whatever they're trying to sell you. So the rate of return is not the focus. The focus should be on the benefits and the output from an income standpoint on the back end.

When we say, "Well, a four to 6% rate of return can kick the pants off a 10 to 12% rate of return when you have it structured properly." It really does come down to the structure of the assets and how they're aligned with each other because you can't have just one thing be the driver of the car. The whole real estate piece is such a powerful piece. Even what we do, as you read in the book, I mean, in our model, it's like one of the most powerful boxes you can have. I mean, it's just there's so many great things that did it.

So when you collaborate with people like yourself who get it, there's no stopping those people because you have so much more flexibility and opportunity to do so many more things. It's really great.

David Phelps: Yep. Well said. Well said. Well, again, Dr. Mart McClellan, your book along with your partner, Tim Streid, Your Retirement Smile: The Treatment Plan for Pay-Cut Prevention in Your Golden Years. Again, I will say it's an outstanding book. I loved the book, and it's available on Amazon today for sure. I recommend anybody who's listening today that wants to take a little bit of a deeper dive into some of the concepts that we went over very quickly today, grab that book. It's a great read. I took a lot of notes out of it, Mart.

I know that we're going to collaborate. I'm going to bring you to Freedom Founders as I've talked to you previously about because I like bringing different people with different perspectives into the world of finance investment and setting the stage for people to live out the rest of their life, not with that pay cut, but by being able to enjoy the fruits of their labor and not have the fear factor of running out that is instilled in so many people.

Mart McClellan: Well, it'd be my pleasure. It'd be a lot of fun sharing our message with the members there, and I look forward to it.

David Phelps: Super. Mart McClellan, thank you so much, sir.

Mart McClellan: Thank you very much.

Ep #255: Mart McClellan - Myths and Propaganda of Your Retirement Planning

You've been listening to the Dentist Freedom Blueprint podcast. If you're tired of trading time for dollars and you're uncertain that Wall Street has your best interest at heart, then take the next step to more cashflow, security and ultimately more freedom. Text the word newsletter to 972-203-6960 to receive David's monthly online newsletter for free or text the word book to receive your new free copy of David's book From High Income to High Net Worth delivered right to your home. Text 972-203-6960. More@freedomfounders.com.