

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact



Full Episode Transcript

With Your Host

Dr. David Phelps

[Dentist Freedom Blueprint](#) with Dr. David Phelps

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

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 Dentist Freedom Blueprint podcast. Glad to have you with me today. Today one of my truly great friends and a mentor, someone who's been a coach for me, continues to be a coach for me because of the wisdom and the experience, and I really say that like a life vision that he brings, not just to me, but obviously, hundreds of people through his career. That's my good friend, Mr. Patrick Precourt. Pat, how are you doing, sir?

Pat Precourt: I'm doing fantastic, and so excited to be back on your show, brother. This is awesome.

David Phelps: It's great to have you back. You came and keynoted at our Freedom Founders event. I think it was about two years ago, give or take, which you got rave reviews. You know that. You remember that you. You brought it to our tribe, to our dentists and doctors. They loved your message, because you're true to form. You're authentic. You're not just someone who speaks from theory, but you speak on what you've lived. Just so people know who you

[Dentist Freedom Blueprint](#) with Dr. David Phelps

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

are, Pat, now talk briefly about where we met, because I think it's important about relationships in the fact that I don't really take much in terms of message or direction or advice from people I really don't know, because I got to know who they are first. The fact that we spent time together, I know a lot about you.

Going back to your early years, I love the fact that you were part of your family's home inspection business, so you grew up with an entrepreneurial family, a business. The best people I know grew up with families that ran businesses of some kind, so you got it from an early age. What does it take to actually earn a dollar, and create profit, and deal with all the things that business owners have to, and then got into investing, bought your first real estate property when you were 25, and you're off, off and running. You went on and created a company that dealt with short sales. I won't go into what those are for people to know, but sort of sales during that environment. I think you guys did over a thousand of those in the year 2000.

You went on and took a lot of your life learnings and really who you are, by the way, very competitive rugby player, both abroad and domestically, big part of your life, so character building there. You took all this, your desire for investing and also personal development, because you're that guy, you're that quiet guru who doesn't just talk the talk, but it's by your actions, how you lead. You created a coaching and mentoring program, partnered up with a larger company in 2008 and helped them grow to over \$75 million in annual sales, coauthored a book, *Wake Up and Live the Life You Love: The Power of Team*, available on Amazon.

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

Then more is lean, eight years ago, 2012, you opened The Cage in Connecticut where you live, a lifestyle fitness center, raises heart and culture, martial arts, while providing the community a state-of-the-art facility for achieving fitness goals, personal development, a big, big thing you do. You've got a mentorship program, personal development, you help elite students, entrepreneurs, across the country to get the best out of them. They're really stripped down to the core of who they are and remove a lot of the clutter. I'd say that the, let me rephrase that, the crap, the head trash that we all have.

It's my pleasure to have you here today, Pat, and what I want to talk to you about today, which is right up your alley, is the fact that so many of us, and I can raise my hand and say there's been big chunks of my life where I was just following the industry or standard, society's standard of this is who you are. You put this hat on, this is your education or your career profession. You put this head on as soon as you are, and you just fall like a robot. That's such a sorry life to live that way. You are a person who shakes people up, and you make them think about what's really important to them. From that vision, then you can reverse engineer back and figure out, okay, what do I need to do to make change and transform to what I really want my life? How do I want to impact?

What kind of business do I want to serve myself, not me serving the business, and my family, and the legacy and all the things that are important to you, Pat. I'm thinking about COVID, so we're five, six months from the government-mandated shutdown back in March. This country has gone through great upheaval and disruption. We're still dealing with it. It's not over, personal business

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

issues, right and left. Pat, what do most people do when they deal with crisis?

Pat Precourt: Well, we let our first response of fear step up, which is fear itself, and then we retreat for safety. We try to find the one thing we desire the most, which is a certain level of certainty back in our life. Because in crisis and the chaos, we lack certainly at a super high level. It does not sit well in us, being as human beings. It just doesn't work well for us.

David Phelps: We get through the gap of the crisis, whatever that might be in our lives, and then we get back to kind of a status quo, a comfort level, "Okay. I got through that," catch my breath and nothing really changes. Then we get back to the same old thing until the next bump in the road hits, and then it's all over again. We got bumped up in the air, and you go, "Wow, what happened? That came out of the clear blue." Let's talk about the opportunity that I believe and I know you believe, that when one goes through a crisis of some kind, whether it's COVID, something that has affected everybody or a personal crisis of some kind that you go through, it's disruptive to your life. It could be a family member, a partnership, or business, or something seems to crater and just doesn't go right. What lessons can we learn? What are the keys to making a change, so we don't go back to that comfort level, that status quo?

Pat Precourt: To answer that, Dave, let me go back for a second. Let me take all of us back for a second, like childhood and a big old lie that we bought into. They meant well, our parents, our teachers. They said, "You know what? John, you were born for excellence. You were born to be

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

amazing." The truth is, they're completely wrong. They're dead wrong. We were born to be average and mediocre. It's predestined in our DNA to stand still, to be like everyone around us. Whenever anything gets tough, pull back on the reins. The fear steps up and our desire to change goes away. If we don't intentionally inject a massive effort to be not ordinary, to be extraordinary, we'll remain mediocre for life. That's our default position. Now, when we're injected with some emotions, especially high emotions, such as the fear of loss and a fear of the unknown out of uncertainty, guess what? Immediately we go back to our default wiring, up and until we're aware of what's going on, and we're willing to show a little bravery, a little courage and step up and do something about it.

I want to answer your question specifically. We need this kind of little baseline understanding here, right, Dave? All of us operate mostly out of our subconscious each day. We reserve a little space for critical thing. It's usually applied to what we do at work each day, because we need to think a little differently at times. But that subconscious means that we've got software running nonstop without our consideration on a daily basis. Let's think through this for a second. Would you agree if I said, "Hey, Dave does the way you feel affect the way you think?" You'd say?

David Phelps: Sure.

Pat Precourt: Of course, that you agree that the way you think affects your decision-making.

David Phelps: Absolutely.

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

Pat Precourt: Does your decision-making affect your action-taking? Of course, your action-taking equals your results. Now we have a direct connection between the way we feel and our results. None of that said critical thinking. As much as maybe 65% of our decisions every day are done this way. Then we say, "Huh, we want to have something we've never had, as soon as we've got to do something we've never done, as soon as we've got to become someone different," but we're not even in control of our decision-making.

Let's bring this down to this level for a second, because we can have this conversation 50 times over. Without getting into the grittiness of it, nothing will change for anybody. Let's go back and just go through what I just said. If you want to have something called financial security for life, or however you describe it, that you've never had before, we have to appreciate that we've got to do something. This is behavior. Do something that we've never done before. In order to do that, we've got to become someone we haven't been, to change. We've got to change first. We can't wait to have it, to expect to change it. That's not the order in which things happen.

Now it comes back to looking, and I'm sure you can do this, as well. I can speak to someone in a short, very short period of time, and I can let them know upfront if they're on path to achieve their goals, by simply understanding what their goal is and their current behavior. Because if their goal and their behavior are not compliant with one another, they ain't going to win. There's not much more simple a formula than that. When your goals and your behaviors are in alignment, you can win the game.

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

Now we go into this area of unknown. I like to divide this up. I like compartmentalizing things for simplicity of it. I look at three periods of time right now. They may not be perfect, but they give me something to work with. We have a period of time that we're currently in that's going to lead up to the night before election. That's one period of time. The very next morning is going to be a new period of time. Things are going to change overnight, really, really quick. We don't know, but I can tell you the second period of time, it's going to be described as very uncertain, very chaotic and a bit of a crisis. That's predictable. We just don't know the exact definition of that.

Then the third period will be maybe sometime late spring when we come out of it. You can't stay in crisis forever. We'll come out of crisis into kind of a new normal for a while, which again will be a shift. The question is, how do we, Dave, how do we thrive, not just survive, but thrive in this period of crisis when we don't even know what it's going to be? I'd love to have that conversation with you, because I think that's part of one of the greatest fears that people have is, in a state of crisis, in a state of unknown, what do we do? How do we even plan? How do we make intelligent decisions going forward? Does that all kind of makes sense so far?

David Phelps: Total sense, Pat. I know that most people, I mean, myself included, I'll be honest, I would rather have a status quo, stable life where I can just kind of put the goggles on and look straight ahead. As long as I just work ethically, I'm a good person and good character, that things work out. Not the way the world is. We have to, not only accommodate, but we have to embrace the change. You

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

mentioned something earlier about fear of failure. Something that a lot of us are taught, any kind of failure is bad. It's terrible, so we fear making that change. We revert back to, as you said, playing it safe, doing what the majority does. The majority in the world are always getting kicked around, because they don't have the mindset to go through what it takes to have change.

One of the things that you and I are both big fans of is in making this change, in changing our emotions, so we change our thinking, therefore our behaviors. It's almost impossible to do it alone. I mean, that's why we have mentors, coaches. That's their whole life. I think, Pat, changing, being willing to change our environment, which includes what we take in, read, people we surround ourselves with, how big a part is that in your life and people that you've helped transform, the environment? We're in a certain environment here today that we've been in for most of our life, playing it safe, small ball, majority. Now I want to make a change, but I got to change my emotions, my thinking. How's that going to happen?

Pat Precourt: I'll be honest. I have found through this journey I've been on, the environment is going to make or break the human being. I think that there's been plenty of social experiments through our time that have validated that to be true. It's fair to go a little further on. Fear is not a bad thing, and we can control it, if we understand it. If we take all of our fears, whatever they are, fear of loss, fear of failure, fear of falling off a cliff, we can bucket them into one fear being, fear of the unknown. We have a negative relationship with that fear. Well, guess what? The antidote

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

to fear, of course, is courage. We can overcome all fears with courage, which is stepping into the fear.

The challenge that we have with fear is this negative relationship to it. I'd like to, just for the moment, readjust that to the degree that, we've been through, what 12, 14 years now of growth expansion. For a lot of people, that's been their working career. What got you here will not get you there. If you don't change, you will get run over, which means that you are going to embrace a level of fear. Now here's the difference. All change deals with the unknown. We're tying fear to the unknown. Now we're tying fear to a positive unknown, because if we don't change, if we stand still, that becomes a hell of a lot more fearful than trying to change. The difference is the level of courage.

This is where environments come in. When you're surrounded with people that have gone before you, that have done what you're about to do, they allow you to adopt a belief system, at least in terms of faith, to give you the courage to make that step. Without that support, man, you could get right up to the doorstep and cower to it. I know that, because I've done that. I'll be humble enough to accept that thing. I got this all by myself, no big deal. I got it all figured out. I'm a man. You get up to the calling time and don't have what it takes, and there's no one around you to anchor onto. When I look forward, if you were where I was and you did something I'm about to do, and all I got to do is look over at you, and I get that eye contact, the confidence to say, "Pat, right place, right time, take the step." That's all it takes to change my life going forward. That's the power of environment. I'm being kind of explicit about it, but we know that carries over many layers.

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

David Phelps: That is so good. It's so important. Big word that we hear a lot about, Pat, is mindset. What does that mean? Because some people, it's just cursorily bandied around, but mindset. What does that mean? How important is that in going forward?

Pat Precourt: Well, I guess, your brain and your mind. Your mind drives your brain. Your brain is a hardware for the way our mind works, but mindset is like a filter in which we see the world. It's an adjustable filter. Two people could stand side-by-side, see the same thing, and get a completely different response out of them, and therefore different feeling, decision, action, result. One might see opportunity. One might see a threat.

There's a little book I read a long time ago called, Flinch. It describes it perfectly. It uses a boxing analogy where when a punch is thrown out to a normal human being who is not used to getting punched, the first thing you do is flinch and step back. But in an arena in a boxing match, the second you step back, it puts you right at the most powerful part of the punch, right at the end, likely to get knocked out, and not in a position where you can step into the opportunity. A fighter, timing it right, would step into it, duck his head. There'd be no power in the punch. That thing would skim off, and he'd be in the opportunistic spot to counter punch.

Most people flinch, and this is mindset. We're predisposed to think new is different, is change, is exposure, is risk, failure, all the pains that go along with that. That's all tucked up in our mindset here. Part two goes like this. I call this a superpower, Dave. It's something that we've got to train ourselves to do. We

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

can't help at times but to have an emotion triggered in us, because we have what we call memory, and memories are attached to emotions, and they're not any more than our experiences in life. We're not in charge of that all the time. Something happens, an event, a thing, a person, a word, triggers an emotion. Oftentimes, that emotion automatically triggers the thought, decision, action, result. Now when it's a negative emotion, it triggers a thought that does not serve us in our mission, what we're trying to accomplish.

Our super power is this. Unlike the dog you may have at home, which does not have the super power, we're all mammals, but only humans can do this one thing. We have the power to stop and think about what we're thinking about and make a critical decision to change our thought, to trigger a new emotion, new thought, decision, action, result, to keep us moving down that line to the results we're trying to get, very specifically. That's mindset. That brings in the topic of emotional intelligence, EQ, and understanding our emotions and then managing our emotions.

This is one of those departments in schooling, for some reason, it was not very important to us ever. Here we are as adults with all these biases and beliefs, which are just part of experiencing life that run untouched and now are determining where we're going to go. I know people, adults, very smart, much smarter than I am, that are refusing to change. What got me here, will get me through this. Well, you haven't lived through this. Right now your eyes are down. Your ears are closing. Your chin's up. You're going to get knocked out along the way. Kind of like my thing, when I talked to him, said that the key to an

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

environment like we're in, every morning, you wake up, eyes up, ears forward, chin down, to protect, and ask yourself, "What's different today, because I'm ready to go?" We're not hiding from this one.

That's how powerful our mindset is in the difference that it'll make going forward. We are in control of our minds. Minds aren't just wired, and done, and we get what we get. If we sit back, and we just walk through this game, and just accept what's happening to us, it will run us. All of these things from the past will continue at the end of the day, Dave. What got us here, won't get us there. We can't avoid that truth. If there is a place we've never been, then something's got to change inside here to make the doing different, to make the habit different. Does that all kind of make sense when I explain it that way?

David Phelps: So true. It makes perfect sense. Let's go back a little bit granular now to the framework you set up earlier about we're pre-election, pre-November election. The day after election, for a period of time, a lot of uncertainty. There's going to be change. It can be disruption of different kinds. Then we get to the third timeframe, which you kind of pinpointed or didn't pinpoint, but just generally speaking, could be spring of 20 21, somewhere there. How does any one of us look ahead and start planning for this wave of uncertainty and volatility so we're not sidetracked when these things happen, that we know the change is coming?

Pat Precourt: Great, great question. This one little exercise is going to be a game changer for people. I'm sure you've seen it, too. Right now, there's a lot of anger out there. There's a lot of stress. There's a lot of anxiety. There's a lot of people who are just fed up. I don't blame them. This is

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

going to undo all that. It's going to take all that away. There's a lot of uncertainty. This is going to bring back certainty and control. Once we have that, we're back in the driver's seat. It goes like this, David. It's so simple and so powerful.

We take out a sheet of paper. We put a line across the top and one down the middle. Along the left-hand side, you make a list of everything that you think about on a daily basis that you cannot control. You've got to be honest in this exercise. You can't control other people's behavior. You can't control politics. You can't control the weather. You can't control the economy. You can't control these things. Now on the right-hand side, write down a very detailed list of everything you can control. You're going to find that this list kind of goes down in a V. Ultimately, it's going to come down to, you get to choose the way you respond to external events that are not in your control, which puts you back in control. Now, this is where discipline and commitment come in, you say, "I, from this point forward, will not put an ounce of energy into the stuff I can't control."

When we focus and put energy into things we can't control, it just results in anxiety and stress and anger. It will make us more and more angry, deep inside. It's a losing game. If you look at our emotional currency, that our bucket's full every morning, that's the quickest way to deplete that currency, just piss it away on things you can't control. Then the important stuff is outside of our control now, too, because we got nothing to work with.

As we go into an period of unknown, uncertainty, I don't know that anyone could ever say, "I know exactly what it's

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

going to be like next season, day after election." I mean, I can hypothesize on a whole bunch of possibles, like you can, or we don't know. But we can focus on the things that are under our control. Now I'd ask you, Dave, we're going into a period of uncertainty," hopefully you come up with the right answer here, "What is something you can start thinking about now to make sure when we get in there, you're in the best position possible?" You already brought it up once.

David Phelps: Well, I think, again, it's the environment. I look at my network, my people, my five, my formal or informal board of advisors, those relationships of people that I have found through my own vetting to be true to the core. They don't have an agenda on me. They're going to, figurally, face up with me just like you would with me when we've been in meetings together. You're very good about just, "Hey, David, you just made a statement. Let's get some clarification on that." You're going to hold me accountable and force me to see truth. I think that's my best insurance policy overall.

Pat Precourt: Exactly, the people you surround yourself with. People ask me all the time like, Pat, how are you so positive all the time?" I'm like, "I'm not. As a matter of fact, when it's time to wake up and I freaking hate everything and anything, just ask me. I can't stand it. then I lose a little self-competence. About an hour into the day, man, I'm like a tiny little child. I had to go to my wife and say, "Honey. I got a big day today. Just look me in the eyes and tell me I got this." She'd be like, "Honey, you know you got this. There's no one better than you," and I'm back. That's the power in having the right people around you at the right time.

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

Business stuff is no different. In big decisions we've got to make, there's decisions that have consequences. Some have very, very big consequences. In not making a decision, sometimes the consequence is even bigger. The fear of making the decision has caused a more detrimental outcome. That's again the power of having the right people around you going in. If you asked me the one thing I'd be working on going into the next few weeks, that would be the very first one right there.

David Phelps: Very good. Very good. Which kind of takes me to my last kind of outlier, but it feeds into what we're talking about. So many people don't have a person or a group or community that they have intentionally built. Again, it's all by default. It's just wherever they happen to be, whatever they grew up with?. That's just the tribe they run with. They never make that change. Unfortunately, you and I both know, a lot of people know, that that social media is particularly bad today, particularly toxic for so many people because there's this comparison. There's all this BS that's put out there today about how people are living this great life and all is great. People compare themselves, and, "Gosh, my life's not like that." Inside, they feel terrible or they feel like they're not worthy. Talk a little bit about that. Well, talk about that, and I'll hit you with one more thing.

Pat Precourt: Let's just talk about the comparison trap, because it'll steal your soul, because this is how it goes, David. We don't compare ourselves to people not doing as well as ourselves. We always compare up. What we ended up comparing to is our vision of who or what we think they are, which usually is a lot more than they are. Then we compare it to our worst self. It's a crazy thing we do. What

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

we end up focusing on is this void or lack in-between. Instead of focusing and steady forward progress, rung by rung every day, we're focusing on this negative void of black, and that brings us down. You want to know if you're susceptible to this? You get excited when someone else prospers and succeeds and wins, or you get angry and want to drag them down and feel bad things about them, and it makes you feel bad? If it's the latter, it's a good indication you're stuck in this comparison trap.

The way out of this, David, and we didn't talk about vision or goal setting or anything like that, so I'm not going to go too far into that right now, but way out of this is very simple. Get clear on what's important to you, something that you can describe in tangible terms as a vision, as a result, as an outcome, and appreciate that that sits at the top of your ladder at the moment. That's your focus. Now have the discipline to never lose sight of that, but to be able to focus on the very next rung, because here's what we do. Common entrepreneurs, men, we sit down here. We create this big, hairy, audacious Google goal we're told to make. Then we keep reaching and jumping forward, but we can't reach it, or we keep doing it till we're exhausted, and we give up. We've failed to realize there's steps in place. Specific steps, a trail to the top, that all we have to do is put one foot in front of the other, reach up, get the next step, then look at the next one, steady, consistent forward progress.

The second we start comparing. "Well, they're way up there," we forget about all that stuff. We're jumping and leaping and being distracted, trying someone else's ladder. Then we wonder why we went in the game. We're

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

stuck back where we were. Does that kind of makes sense when I explain it that way?

David Phelps: Yeah, yeah. Way too big a gap. You can't make that leap in one big leap. You've got to break it down. You've got to take one bite of the elephant at a time to work your way towards what that vision is.

Pat Precourt: We're not inventing anything new. There's a path clearly set for us to follow to the top. All we got to do, man, is punch through that little wall of fear and commit to the next rung. That's it.

David Phelps: Along with that vision, Pat, another thing that I dislike about the way our society as a culture looks at life and career paths, this word, the R word that I can't stand, retirement. I don't think you probably like that word either. There's this imaginary finish line that society set out. You go to a work, a job, a business profession, whatever it may be, and you run that life path to this measuring finish line called, retirement. I retired out of my career. I sold my practice. I'm done. You're done. You're retired. You quit, whatever it might be, 58, 62, 65. I don't care. What's wrong with that thinking? What does that do to people when they cross that imaginary finish line? Where do they go from there?

Pat Precourt: I've seen too many times already in my short life here, I'm 53, people retire, go to Florida to die, that sort of thing, which is ridiculous. I'll answer it this way. I was driving to Colorado. My son was 18 years old, just got out of high school, supposed to go to college, decided he didn't want to go. We're driving out to Colorado. It's a 32-hour ride out there. The middle of this thing, he asked me a profound question, "Dad, when is too much, too much, or when is

[Dentist Freedom Blueprint](#) with Dr. David Phelps

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

too much, enough? I had to think about this one, because it's never been presented to me that way. I pause, and I pause, and I pause.

I said, "Patrick, let me answer it, but let me to explain it. Don't judge my answer." I said, "You know what? The answer is never. Never is enough, enough. But here's why, Patrick." I shared with him that our whole model here is in order to have more, we have to do more, and in order to do more, become more. Every day we become a bigger person. He said, "Well, at some point, do you have enough?" I said, "No, because there's a fourth leg here. We become so that we can do. We do, so we can have. We have, so that we can give more, make a bigger impact while we're on this earth. Now, if you're telling me there's never a time to continue the impact while you're here, fine, our conversation's over. I don't know how I can talk you out of that."

I'd say, to the day we die, our job is to impact this world in a positive way, to create. Now, if that means you retire from this profession, and you go over here and create in this natural abyss of who you're just genuinely awesome at, so be it, but that part never stops. That's my answer to that. Somebody said, "Pat, you got to retire." That'd be like a curse. What would I do? I don't see retirement as... I don't even like the word, retirement, because it's got a weird kind of ring to it. No, can we evolve into another us someday? Absolutely. Generally, the idea would be getting closer to the authentic you.

David Phelps: That's good. That's where I was going to go. This is so good. I just want to just take that next step. When people are on this kind of treadmill of the career path, the

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

business, the job, whatever it might be, how can they be looking ahead, identifying that authentic self so that when they do cross that imaginary finish line of not retirement, but to evolving, as you said to the next level, how can they prepare themselves for that? I see way too many, and I know you do, too, Pat, that spend all this time focused on this one skillset, one trail of business, and once that's over, they're lost. They're lost. Well, how should people be thinking about stages of life so that they're never stuck in a, what's next?

Pat Precourt: Yeah. I don't know that I have the exact answer to this, but I would suggest this, Dave. We're not going to know until we try new and different things. If you're like, "Man, I do what I do, but I have no idea what I want to do when I grow up," well, go do different things. Again, I'll give you an example, a true life story. This guy was my college roommate back at UConn, but he had just come out of four years in the Marines, into college, went into OCS, went into BUDS, and went on to another 26 years as a Navy Seal, retired as a captain in the Seals. Towards the end of his career, he could have retired. Now he's got 30 years, he could have retired much earlier. He had three beautiful daughters at home, and he wouldn't retire.

I finally pinned him down. I said, "Man, I figured out why you're not retiring. You're afraid, because you know when you retire you get stripped of being a Seal. You're a civilian, and you don't know that human being. You don't know what to do with yourself. You don't even know what that means. It's time we started figuring this out." He retired shortly after, but what he did, he started a junior Navy Seal camp. Now it wasn't technically Navy Seal, but Navy Seal training. Long story short, how I helped him

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

position all this, I said, "Everything you've done up till now, your four years as a Marine, your four years in college with me, the rugby tours that we did together, the OCS, the 26 years as a captain in the Navy Seals, that was not your call. That was your training. That was your preparation and your practice for the wisdom you needed in order to change these kids' lives."

Now is that level four impact. Now he's bringing it. This dude has never been happier. He's never looked younger. He's never been a more awesome human being than he is now, because he's finally in his genius. He's in his space, completely different than being out on a battlefield. Crazy, right?

David Phelps: That's so good, so good. No, I think you nailed it there, Pat. You really did. Pat, in a short conversation of which we could take any one of these and go deep, deep, deep on levels, but you just laid out some killer life lessons here that I'm sure people would like to follow-up on. The people that you coach, who are they? Who are they? Is there an age range? What's it look like?

Pat Precourt: It's general 40 to 60 years old. That's a normal. Not by any other reason than that's just who I attract. They're typically entrepreneurs or entrepreneurial-spirited human beings who know there's more. They want more, and now they're at a point of recognition where they're willing to go for it. They ain't going to wait around anymore. They know their time's clicking, if I keep this thing out in front of me every single day, because there's truths in this. One truth being, we have no idea how much of that's up there. We have no idea how long it's going to take it to get down here. Finally, when it's down there, ain't nothing we can

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

do about it. That's representative of our time here on earth. The clients that I work with put a lot of value in that. They know it's time. We want to get back. We want to get to our authenticity now. That's the typical client I work with.

A piece of that, just to give you context, is all based around what we're talking about here, is behavior. One of the first things I do is, what's your results and what your behavior, and start putting those in alignment. I'm sure you've seen many people that say, "Man, I want this," but you're like, "Well, doing that, it's never going to get you that." Sometimes, simply aligning that is a game changer for people.

David Phelps: Perfect. How can people get hold of you, Pat?

Pat Precourt: I guess Facebook or email. I mean, my email is really simple. It's just my name. It's Pat@, and then my full name, patrickprecourt.com. I'm easily accessible on Facebook. I'm probably one of the easiest persons to get hold of.

David Phelps: I think I messaged you the other day, possibly on Facebook. I don't remember. All right. Well, Pat, I really enjoyed the conversation. Thanks for your time today. Super, super insights. People will leverage these thoughts into the correct actions. Life can be totally different. I thank you for your time.

Pat Precourt: I'll end it with just this one thought. There are loads of circumstances in our lives that are outside of our control, but we are always, always, always in control how those circumstances influence us. That's how we maintain our control.

[Dentist Freedom Blueprint](#) with Dr. David Phelps

Ep #294: Pat Precourt - Using Adversity to Create Opportunity and Impact

David Phelps: Beautifully said. Thank you, sir.

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.