

**Ep #333: Lee Milteer - Capitalizing on Change - The Key to Your Security and Freedom**



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**Dr. David Phelps**

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David Phelps: Good day, everyone. This is Dr. David Phelps of the Freedom Founders Mastermind Community and Dentist Freedom Blueprint podcast. Today, I've got a longtime good friend, a mentor, a coach, a person who has been super influential in the groups, in the associations, one in particular that I've been a part of for many years, which has helped me grow beyond my comfort level, my self limiting beliefs about what I could potentially do in life and the influence I could have. It's a really privilege and honor to have my good friend Lee Milteer on with us today. Lee, how are you?

Lee Milteer: I am fabulous, David, how are you? Thank you so much. I'm very honored to be on with you today.

David Phelps: Well, so good to have you. You have so much experience. This has been your life. But let me give people just a little short brief about who you are, and then we're going to dig in deeper so they can really get to know where you came from, and then why you do what you do today and really what you're passionate about, can't imagine you're passionate about much, but we're going to probably draw that out just a little bit here today, which will be a lot of fun.

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So, Lee Milteer is an internationally known and celebrated entrepreneur, visionary, best selling author, award winning professional speaker, TV personality and intuitive business mentor. Lee provides business and success advice and resources to nearly \$250,000 dollars ... Dollars? I'm all about the dollars today. 250,000 people around the world. She is the founder of the Millionaire Smarts Coaching program, which supplies coaching for other coaches and businesses.

Lee is currently leader for Renegade Millionaire Mastermind with Magnetic Marketing ... Positive TV, a monthly web based TV show. Lee speaks all over North America and in Europe, in conventions, private companies, and entrepreneurial and niche market events. Lee, let's just dig in first, I want to know about Millionaire Smarts Coaching program. Tell us more about what's that about, what are you bringing there that is, in your opinion and your experience, really viable and valid for today?

Lee Milteer: Thank you so much, David. I'll give you a little backstory on that, when 9/11 happened, I was just an author and a professional speaker, and then I had like a million dollars on the books, and 9/11 happened and it all went away in 17 days and never to come back, I might add. For the next year I was in sheer agony of how do I take my talents, skills and abilities and monetize them and leverage them in a great way?

As you know, Dan Kennedy and I have been very, very good friends for many years. I'm sure Dan got tired of me saying, "What the hell am I going to do with my life?" One day he said, "Look, I got this great idea for you and it'll serve both of us." He said, "I've got this Platinum coaching group, and they are all fabulous coaches." He said, "The problem is, they're all very, very, very weak in mindset. They can do all the strategy, they can do all the tools and stuff for marketing." He said, "What I'm

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looking for is someone who could do what I would actually call co-op coaching."

Which is, they would go in and create a mindset attitude, get your stuff together program every single month. Then this person we could count on every month to handle that part of the business, because there's two parts of success, there is the technical part of success that everybody must know, and you must go to professionals who have perfected those skills. But he said, "The lesser known and lesser appreciated part of success, which is equally as important is the mindset attitude, get past fear, procrastination, that sort of thing." He said, "You are perfect for this."

So, I actually got that. He told me this in July of 2003, David. By August of 2003, I had this baby up and running, we had all of Dan Kennedy's client signed up, introduced me to them, and they all signed up. This is 2021, I still have some of those clients. So, to say that every month I have delivered two people who are coaches such as yourself, information that is so critical in today's world, it is about critical thinking, it is about your attitude, it is about how you deal with the setbacks and the fears and the doubts and feeling overwhelmed.

So every month, what I do is, like I just interviewed you, I interview someone who is really top notch person in the entrepreneurial niche, they've got to be entrepreneurs, they got to be small business owners. Look, they mainstream abandoned me, so I abandon them. I have gone to where I'm aligned. I was born an entrepreneur, and I will always be an entrepreneur, it is in my blood. So, I'm very honored that I have created a life now that does two things that I love.

One, read, I love, love, love to read inspiring books. The second thing is share information with people that gives them

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permission to utilize their God given potential in ways they've never done that before. When I pass away, that is what I want to be remembered for, is that I brought light on earth, and I help people see their potential, and how they could utilize it and not to let fears and doubts in the external world control them.

So, in a nutshell, that's what I do. I also speak at events, and I write books, and I do all that good, fun stuff. But my real passion in life is to squeeze the juice out of brilliant authors to share with people around the world. We do have 250,000 people around the world, Japan is my biggest client, we have 1000 people in Japan alone who subscribe and have it transcribed for this program, and I do go to Japan and work on a regular basis.

So, even though 9/11 happened, it was a horrible thing, it actually took a year, but it turned out ... I figured out where the gold was and all the anguish.

David Phelps: You uncovered so many principles there, and I think one of the keys that I'm hearing from you, and that probably is very relevant today, as we both know, is going through a time of disruption. It could be a national disruption, 9/11, no question about it. It could be a personal disruption, an industry disruption, there's change happening at high velocity today, and let's face it, Lee.

Most of us, including myself, if I could just get on a path and just get on my bike and just ride that trail and feel good every day, I know what I'm doing, well, there's a level of comfort that comes from that, the stability, right, and the security aspect. But let's face it, life is not that way, I had to learn that also myself earlier.

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Everybody listening today has had some story, whether it's in the past, or maybe just as last year with COVID. Oh my gosh, another disruption now. A lot of businesses, not all are back, there's reasons why. Some of it is perseverance and mindset, no question. Some of it is unfortunately I shouldn't say unfortunately, it's the entitlement subsidies that the government is throwing out, hand over fist across the nation to pump things back up again. I'm not going to say it's all bad, but there's also negative to it.

So again, back to your story, disruption, 9/11, a million dollars on the books gone, snuffed out, just like that, like a lot of business owners found back in March, April, May of last year. "Oh my gosh, what do I do?" Well, couple of things, you have transferable skill sets, you're not a one trick pony, because you've always been curious about learning. Then you also had outside eyes, which we both know so important, it's a group by design to be a board of advisors and/or mentors.

Dan Kennedy you know him for years, you're sitting there going, "Man, I have this great skill set, and I've been doing these things and all of a sudden the economy says, nope, you're shut down." Outside eyes says, "Hey, I see a place for you here." Too many people, especially entrepreneurs leave, be like they have to be the rugged individualist. "Oh, I just got to do it myself. I'm smart up, I've always done it myself, I'll just do it that way." That's part of a mindset.

Go down, yeah I know you can level up on that, but let's talk about what you've seen in your experience, your life, but also others that you have helped broach that challenge, that barrier to, "Ah, life's changing in a heartbeat, and I don't know what to do."

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Lee Milteer: Yeah, I think change is something that every human being has a lot of resistance to. Look, I have resistance to change, we all like our little comfort zones and things like that. I will say that the average entrepreneur, though, not having changed in your life is very detrimental. In other words, you just go in that coma, automatic mode of life, you stop seeing opportunities. I think entrepreneurs and particularly when they're challenged, they rise up to the challenge.

The reason entrepreneurs ... I love entrepreneurs, because we're natural leaders, and not everybody on earth is a natural leader. As a matter of fact, statistics say that only really about four to 5% of an entire population would actually qualify as a natural leader. I really was born a leader. I had my first business at 12 years old, had 37 people working for me-

David Phelps: What was that business-

Lee Milteer: Are you ready?

David Phelps: Yeah.

Lee Milteer: You're going to be shocked. Okay. My father was a rancher farmer, and we rented out a bunch of farms around us. Our foreman with one of the farms got very ill, I was 12 years old. I came home from last day of school, my father met me at the front door, and he says, "Okay, young lady, I need you to go saddle your horse, I need you to get your rifle, get you some water, pack a lunch, you're in business for yourself. You got 37 people in the field, you got 110 acres you got to do by the end of the day, this is what your deal is, by the end of the summer. This is what your pay scale will be. You will own the business and it will all be determined by how much you produce."

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What I learned from that, we were chopping peanuts. I'm from Suffolk, Virginia, this is peanut country, and peanuts have weeds that grow around them, and you literally have to take a hoe and move the weeds or the actual peanut plant itself will die. Well, I'm dealing with people who are not even making minimum wage, they have like no education, and the only thing I had, David, was my ability to motivate them with rest and water.

So my nickname by the end of the summer was One More Row Lee. Because at the end of the road, they want to sit down, if we were up to 30 minutes, they want to sit for 30 minutes. I'm like, "No, no, no, no, no, one more row, one more row, then we'll get some water, then we'll get some rest. I had to work harder, faster, longer than every single person, because they ... Look, our employees are childlike, they are looking for a leader to plug into, they will follow people that they trust and that they have belief in, but they will not follow you if they don't believe in you.

So I learned at 12 years old how fast it was to turn people on or to turn people off with your verbal messages and your physical methods to them. So that was a grand experiment for me, and the only job I've ever had in my entire life was, I lied to a radio station when I was in high school and told them I was out of school. I was out of school technically at that second, but I became a rock and roll disc jockey while I got a full time job as a rock and roll disc jockey in high school.

So, my only job other than sales in life, and so entrepreneurs have to understand that every single thing that you do is, there's repercussions. There's repercussions in the eyes of the people that work with you, that use your services and skills, and that you really have to stand up and be an alpha, that you have

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to be a leader, all this stuff about making everybody happy and all the rules that are put upon us, some of these are great, but some of them are horrible.

Aa you know, before we started this, I'm very outspoken, but I tell the truth. When you tell the truth, there's one great thing that happens, is you will have great longevity, because I've been around a long time, I have survived many, many things. But I tell the truth and I don't get to be friends with people like Dan Kennedy just by luck. It's because I hold my own. I'm my truth teller.

David Phelps: Yeah, you're convicted by your philosophy, your beliefs, what you know to be the truth. Because unlike a lot of academicians who teach from the ivory tower, with no practical experience, just relating back to your 12 year old story and starting your own business, you've been in the trenches-

Lee Milteer: Literally. Literally.

David Phelps: I'm saying. So when you speak and other people that we also believe are the same kind of great leaders that we would ascribe to their teachings, their philosophy, the same thing. I've got to know where did you come from? What makes you believe that you are providing me your truthful information that I could potentially use? So, knowing who it is you're associated with, where they came from, what their story? What have they gone through?

I love to hear the war stories, I love to hear you talk about 9/11. Because again, we all can relate to that, we've all been in positions in our life, where were on some kind of success track, and then all of a sudden, it got disrupted. Because of many bad decisions we made, which happens, right, that's just part of the process, or external environment and events that also occur.

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So getting through those, and yes, being the leader, especially, if you have employees, you have staff, you have people that support the efforts, getting them through that is not easy.

There's a lot of bad information given by people who write books and talk about how to do that. This last year, again, going back to COVID, what did you find, in terms of characteristics within the groups that you provide coaching and mentoring for, people that you know. What were some of the keys that got them through, and are still taking them through? What were the characteristics, and are there any particular lessons mindset or other that you have found to show through this year in terms of the resiliency that we need to have?

Lee Milteer: I think almost every entrepreneur that I work with and talk to, I think one of the most important lessons is to be a great discernment, about what information that you expose yourself to. Frankly, the mainstream news is corrupted, paid for, and has agendas. I'm so sad that so many people are asleep about this, they haven't on any understanding. I was actually in the media, I have had three television shows, I've had a national television show and two Virginia television shows, I've had a syndicated column, I've had lots of radio shows, I have massive media experience.

I will tell you honestly, people who have approached me to lie and tell non truths in the media, and there were big bucks attached to that. And I said no, because look, if you can't look at yourself in the mirror every morning and know that you're in integrity, well, you've missed the boat. The media is incredibly corrupt right now, and the main thing that you have got to do as an entrepreneur and a business owner, is to make sure that the sources of information that you are getting are truthful. That is hard. That is very, very hard.

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People have said, "If you say anything out of the mainstream agenda that you were a conspiracy theorist." Well, I'm happy to be a conspiracy theorist. Because I know for a fact if I've been attempted bribery, to get me to lie about things, and I was small potatoes, that these big people, they either ... There's some reason they've not honored their integrity. I'll be nice about it. But I will also say that the other thing is the word pivot has been so overused.

If you know anything about sports, if you pivot on the basketball, it's a really short little thing. We should not be pivoting, we actually should be asking ourselves, "What is it that I can do that reinvents our business, rejuvenate our business, that we are so keenly focused on how to be of better service, that we are in touch with the needs of our clients and patients and customers, and that every day, we shouldn't be talking about what our profits are so much, those are incredibly important things to talk about. But we have to talk about how do we really help all the people that we were built to help?" That shifts everything.

So, another thing is, David, a number of business owners have talked about the challenge they're having with their staff selling anything. It's like suddenly just because there's this so called pandemic, that we won't bother to go into all the details of how fake I think all that is. But anyway, the pandemic has made people afraid to sell.

Now, here's what I really try to explain to all my staff people, forget the word sales, you're only educating people and you're matching people's needs with your services and ability. I always tell people, if people call our office and they ask that they want me to teach a course on writing, I've written 13 books, I don't

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want to teach a course on writing, that's not something I want to do.

If somebody gave me a lot of money, maybe I'd spend six months and create the course for them, but for the most part, I already have things that I teach that I really like to teach, there are other people who can teach that. We want to just go ahead and recommend them to those people. Don't be afraid of selling, selling is one of the most important things on earth. As a matter of fact, I wrote an entire book about it. It's called Spiritual Power Tools for Successful Selling.

Dan Kennedy actually said, this was one of the best sales books there is, because the whole book really isn't about selling, it is about integrity. I really misnamed the book, it should have been about integrity and selling, because you're building relationships.

Now because people are so freaked out, and they're looking for leaders, this is the time all of us have to build these deeper, stronger, service based heart centered relationships, that if someone goes out of their way to help me, I'm going to remember that, I'm going to tell other people about that. People's tendency is, they'd rather talk about all the things that went wrong, but when you've done something extraordinary, they talk about it. That's what builds long term great relationships with not only the patients and the doctors, but also with everyone. We're looking for someone who has a heart right now.

That's what's missing in the world right now, David, is heart, is having compassion and understanding. There's so much going on, and everybody's taking these hard lines. But at the end of the day, there are a lot of people who are afraid. And it's the

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leaders, no matter what happens, we have to be the people who have our mindset right.

So, I tell everybody I work with ... when you touch the doorknob of where you work every day, and that could be your extra bedroom, it sometimes, you need to have an attitude adjustment, that you are open, aware that you're using all your facilities, that you're not bias, that you are just curious, and you have this deep desire to be of service. When we have that kind of attitude, we're just much more in tune, our intuition is alert, our instincts are alert, our creativity is just sparking, because we're in the right mindset to be of service. And it pays off and it pays off and it pays off.

I will tell you through all of this mess, this time, my business did not fall, my business actually grew. Because so many people started ... When everything's really good, nobody thinks, "Well, we don't really need any kind of mindset stuff." But when things go to hell, all of a sudden, we suddenly realize, "Oh, yeah, I need to get on that ship, and help people discern truth from not truth." So, it's a very exciting time, I think there's going to be some really good things that happen in the future, I'm seeing some very good things starting to pop up in the world.

David Phelps: As you said, there's a lot of shifts that have been occurring this last year. Major societal shifts, and you said it very well, instead of doubling down on what most people that have expertise training in delivering products or services, usually where we double down is more of that. So how can I sell more of that versus being the leader? People's priorities have changed this past year immensely.

So getting in step, in tune with, as you said, in tune with, who is the customer you're solving problems for? What are they thinking now, because it's probably not the same as it was 16

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months ago, they're thinking differently, their priorities about life are different. So we can't just assume that, as you said, we can't sell, we can't ethically help people with the problems that we're so good at solving until we know what are they looking for now? What are the shifts? How can I better serve that customer who is now the dynamics and their life have changed?

That's an opportunity to not put aside, but you have to take the time to do that. You talked about being intuitive, how do you do that? You've got to get in step with those customers. How are they thinking now? Get that feedback, and then build that into your organization because you as leader, that's our responsibility to bring the rest of our support staff at the frontline in some regard or whether they're supporting the service or experience to be in step with that. If we don't do that, we just go back to the mechanics of what we always knew.

It's kind of game over, or it's a downhill slope from there, and a lot of businesses are getting in trouble that way, because of the complacency. As you said, things are running well, and then all of a sudden, there's a change, there's a shift. Major generational shift going on right now. It's a big part, we have to be very aware and very discerning about.

Lee Milteer: Yes, and I think people are waking up to, "We can't go back to that low of just cruising through life, and everything is going to be okay." I am often asked, "What do I see is going to happen in the future." I think that the true new leaders are going to emerge, that the old guard is going to fall a lot. I'm always like, every morning of my life, I'm looking through the landscape of where are the new opportunities that my skills and abilities fit to?

Because one of the things I look for is, where's the money going? Where is the money leaving? Where is the money

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going? These are very important things to pay attention to. This is not just mindset. Well, it isn't a mindset, it's called pay attention. The way that we have invested, the way that we have worked our businesses sometimes really needs keen eyes to look at these.

You've said something about fresh eyes or something like that, in the beginning of our conversation, I have this belief that God works through people, and that I need other people to tell me things. All they have to do is to bring things up and talk about it, my intuition and my interest just zooms in on it. That's what's happening, that people are awakening to, "We can do this better. We can have better lives, we can have ..."

One of the things I love about you is your whole lifestyle thing. Look, I've known Dennis for many, many years, and most of them, they only work, they don't have a lifestyle, and many of them are very, very unhappy people, because they've trapped themselves. Now is the time that we have to start figuring out how to untrap ourselves from things. So, I have changed so many things in my business, the way that I do business, and I'm very-

David Phelps: Well, just this last year, just to bring up that point, I know you sold your office building to a dentist, because through the shift, you've realized, "I don't really need that anymore." Right?

Lee Milteer: Absolutely. I did sell it to a dentist who does want it, he wanted a third location. He was actually my back fence neighbor, we'd never met. I woke up one morning, and I suddenly realized this interesting feeling, and I want everybody to pay attention to this dread. If you feel dread about anything, this is your intuition and your instincts screaming at you, pay attention. I asked myself, "Oh my goodness, what is this? Why

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am I dreading driving to the office, which is two miles away?" I mean, this doesn't make sense.

Then as I'm driving to the office, I realized my biggest clients are somewhere besides where I live, that one client in the last five years has come to my office in the 16 years I've been there, and my staff ... By the way, I'm the virtual. I hardly ever went to the office because I'm traveling so much. I put it up for sale, and just to make this really quick, all these real estate people called me and said, "Are you delusionary? You've asked way too much for this office. We looked up what you paid for it, you'll be lucky to get what you paid for, 16 years ago." This made me so mad.

So what I did was, I researched more because I used to be in commercial real estate, I know how to research. I found a comparable I didn't know about, I raised the price of this tiny little office, \$25,000 just to irritate all these people who call me. I sold it for exactly what I asked for. The dentist was so grateful. I mean, he was so incredibly grateful. He just wrote me a note thanking me for the amazing upkeep, it was a very old building. That I kept the building, and how grateful he was to have bought the building.

David Phelps: Well, in his hands, the opportunity he has, it made perfect sense, and the willingness to pay what is market, which is, it's an auction system. I mean, for anybody to tell you, you can't sell for that. Well, wait a minute. The marketplace is an auction system. You don't know until you put it out there. So good for you to do that.

Lee, another thing that often comes up and I know you've probably heard this over and over again is, people will ask you, and I think it's very cynical question. I don't mean just you, I mean, people that are influential and are actually living a life

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that they love. People will ask, "Well, if life's been so good to you, what do you need to keep doing what you're doing? Why do you need to be selling XYZ ...? I think it's very cynical question. I've got my own answer for that, but I just be curious how you'd answer people who would ask you that question?"

Lee Milteer: Well, I first make a joke by saying, I personally get into mischief if I don't have a purpose.

David Phelps: Good answer. Good answer.

Lee Milteer: Which is true. I love what I do. I was born to do this. I mean, honestly, I was born ... I can actually trace back to the seventh grade, where I made my first speech. It was the first time in my entire life, I'd ever done anything well. In fact, it was so amazing. My teacher actually was at the back of the room when she said, "Oh, my God, you did something well, that was great."

Then I had all this little series, but you don't know if nobody's ever told you that professional speaking could be a real career. You don't know that. All of us have these talents and abilities that once you find that thing about yourself, that when you wake up in the morning, you're excited about it. That doesn't mean there aren't bad days, and you don't feel good, everything goes to hell, and there are tech problems which my Achilles heel.

But you still, at the end of the day, are so pleased that this is how you got to choose to spend your life. And yes, David, people ask me like, "Why don't I retire?" And I think, I'm looking in the mirror going, "Oh, do I look like I need to retire? I'm confused about this. What would I do?" I love seeing people make progress. That's what I love.

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So this is what I do. People are always offering me this business or that business, "Come in and join me." I go, "Maybe I would make a lot of more money there, but I am very happy where I am. This is where God wants me to be." So this is where I am.

David Phelps: It's life by design, and not by someone else's agenda, who says this is who you are, put this hat on, and this is how you march that beat. I think people that ask the question of others who are passionate in a business construct that they do enjoy.

I think the reason they ask that question is because ... and you kind of set it with that feeling of dread. I think people like that are living a life that they don't enjoy, that going to work is work, and they're just waiting to transpire those years to the "retirement" which is an outdated, so old industrial age model. It gives me shivers to even think about people still living their life under that basis.

Well, I'll get the job, get the career, start the business, do the practice, and then someday, when I get good enough, well, what's enough of what? Right? Then I'll start living my life, and it's so upside down. I wish people like that would just ... as we've learned to do is, instead of judging other people's life and maybe having an envy, it's like, well, maybe learn to ask the right questions about how they got to where they are, maybe that would be a better way to go.

Because there's probably some insights there, you could gain that would lead you out of your old age thinking that you grew up with no fault of your own, but it is what is ... you've got to break them old chains from that and be around people who are on that path that you say, "Oh, that's actually a path I'd like to be on. How do I achieve that? What do I need to change

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between the years that allow me to start to change the design of my life and be more of what you are, getting up every day and loving what you do?"

Lee Milteer: I see life as an adventure. Now, some days are better adventures than other days. But everything I've ever done in my life, to me, was exciting, because it was an adventure. The other thing I say is everything is an experiment. Some things you're going to like and some things you'll not. I used to do public seminars, and I would say to people, "Why aren't you doing what you want to do?" And they go, "Oh, I only have seven more years before I retire." And I'm thinking, "Do you know what your time is worth, and do you know there are no guarantees?"

My uncle, who was very, very unhappy at his work, retired at 55 years old, he died the next day. I swear to God, he died the next day. It was like this big wake up call like there are no guarantees that you have any time left, and that if wherever you're going, hopefully to heaven, if you're going to heaven and you realize, you look back on your life, "I wasted seven years to wait to be happy." You can be happy right now. It's just a matter of this attitude adjustment, seeing life from a different perspective.

David, sadly people are so programmed with that latter mentality, and that I need X number of dollars in the bank. Well if you go to a financial planner, you will never have enough money in the bank. I mean, no matter how much money you have. Am very grateful every day that I have because I really see it as an adventure, but it's always up to me to make it a fun adventure.

David Phelps: I love that. I love adventures too. That's why I like to get outside and camping trips and hiking trips that we explore, you

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never know what you're going to find. Right? And you have to innovate, oftentimes, as you go, but that's the fun of it. Right? I don't want to just ... someone put me on a course and say, "You'll walk this straight line, there's no bumps, no valleys, no peaks, no anything." What fun is that?

I think I love your analogy, life should be a journey. Look at it that way. Don't let the setbacks, the twists and turns of switchbacks make you feel like you're not worthy or not going right. This is what it's about. It's the whole mindset thing, say attitude all the way. All the way.

Lee Milteer: So if I may say this about people ... you've got to give yourself permission to be in the now, because most people what they are they're either in the past, lamenting, "I should have done this, I should have done that." That's a locked door, that's a waste of time. Or they're projecting into the future, a lot of fear, which is fantasized experiences appearing real, or what if this happens, what if that happens, you've got to say to yourself, "No matter what happens, I'm going to land on my feet. I'm smart."

Now, this is the self talk that people need to have, particularly leaders. Here's something else I want to say about leaders, we're smart, and smart people get bored if everything is even. We actually need these challenges to bring those hidden potentials and skills and talents out within you to develop. Every entrepreneur that I know, loves to learn. They love to say, "Well, I don't know how to do, but I can figure out how to do that."

So, I think entrepreneurs actually, if things go too smooth, again, this is where we get into mischief. Because we get into trouble. This is why doctors have affairs, and mess around and mess up their marriages and their life, because they're bored,

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they needed a good whack in the side of the head with the big business problem to get themselves back on track. I'm making fun here, but I'm just really telling the truth.

I have had horrible, horrible things happen to me in my life. It has made me a better person every single time because I chose. My husband got murdered on Christmas Eve, a number of years ago, I didn't think I'd ever survive that, a year later, when I finally pulled myself out of the fog, I'd say, "I'm going to really make something of myself. I'm not going to let this tragedy bring me down and be a victim. I'm not going to live like that."

No matter what happens to us, just go study the historical figures of life, which why I love history. God, people are stupid. The history repeats itself. You've got to understand history. Every famous person that I have studied, horrible things have happened to them, but they rise above them, and because of the bad thing happened, they became better people, had better families, better businesses, they reinvented themselves in a better way. Because that's what really being alive is about, improving yourself.

David Phelps: Well, with that Lee, I think I'm going to hold it right there. There's so much more we could do, but I really love the fact that we should look at life as the journey, the exploration, and look at those challenges as ... keep us out of mischief, but the challenge that we love because we want to learn and take lessons from those adverse times, those setbacks, and use those to go forward to become and stay the leaders we need to be, because that's what it's about in this life in being leaders.

Thank you so much for sharing so many good insights here. Again, if you want to find Lee, go to Milteer, M-I-L-T-E-E-R.com, we'll put it in the show links. There's so much wisdom from not

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just today, but what you bring to the people that you serve, and have done so for many, many years. Lee, thank you so much.

Lee Milteer: Thank you, David, and you too. I mean, you have made a huge impact on people just with your message about freedom. That's an incredibly important message for everyone. I'm very honored to be on the show with you, and call me, we'll do it again.

David Phelps: Perfect, love to do it. Thank you, Lee.

Lee Milteer: Thank you, David.

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