

**Ep #365: Will Moreland - Where There is a “Will,”
There is a Way**



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Dr. David Phelps

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Welcome to the Dentist Freedom Blueprint, a podcast about freedom—freedom from expectations of society and the traditional path to success that has been ingrained in us from our early years, I'm joined by mavericks, renegades, and non-conformers to discuss an anti-traditional path to financial freedom, freedom of time, relationships, health, and ultimately freedom of purpose. My name is Dr. David Phelps. Let's get started.

David Phelps: Good day, everyone. This is Dr. David Phelps of the Freedom Founders Mastermind Community and Dentist Freedom Blueprint Podcast. Today, I am so excited, I get to go back to a friend of mine, someone who's been a mentor, a colleague, gosh, I think for well over a decade now. It's hard to believe how time flies, but I've got Dr. Will Moreland with us today. Will, great to see you, sir.

Will Moreland: David, good to be here, man. I'm super excited to join your community today, man. Yeah, it has been a decade, man. It's back in 2010 we linked up. So man, yeah, it's been quite a journey, man.

David Phelps: I think I'm the only one that got older here. What's up with that? I don't know. But anyway, it's always fun to get a chance to talk with you. We got to catch each other when I was out in Scottsdale a few months ago. And I think prior to that, maybe it'd been a few years before that also in Phoenix, Scottsdale, when you met some of my family, and I treasure the fact that you are such a authentic committed person. And I can't say that about everybody. There's a lot of people out there in the world today, Will, and you know that are successful by society's standards. They're out there and they're doing things, they've got

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good businesses and things like that. But I enjoy getting to know the person, the real person, not the person on the front stage, but who's that real person inside.

And you're that way, front stage, backstage, you are that person, you genuinely care about people. I know that came from something in your background, but before we dive into your background, I wanted to just give people a little bit more of your overall resume, your backstory, and then I'm going to let you go into your story, because I think that's very relevant to us.

Dr. Will is a highly sought after business and transformational leadership coach as the founder and CEO, Will Moreland International LLC. Dr. Will is one of the most provocative thought leaders and leadership trainers of our time. A noted speaker, bestselling author and business coach, he inspires individuals to live to their genius potential, embrace passion, achieve personal greatness through life harmony. He's a passionate teacher and master communicator. His messages capture the individual's internal fire to drive achievement, productivity and remarkable bottom line increases. Dr. Will is one of the most requested speakers under the age of 40 in America. The author of over, I think this said 30 books, I think it's more than that now. Will, what's the total right now?

Will Moreland: We just released book number 57, man.

David Phelps: That's what I was afraid of, not afraid of, I'm afraid of my numbers were probably wrong here. Yeah, 57. That's something I'm going to ask you about here in a minute, but 57 books, including one of his keynote books, the best-selling Genius Potential. Dr. Will has been

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nominated as a Phoenix business journal, 40 under 40, a top small business influencer. And as a top thought leader for 2013, Dr. Will is a highly regarded business coach and trainer working with clients ranging from small businesses to celebrity clients who seek his wisdom on branding, team execution and leadership governance.

And again, I'll bet there's a lot more there because if you're at book 47 and this was book 40, some time has transpired. Anyway, you are all that's said there, because I know you well. Take us back, Will, what's the pathway to get you from where you started, your roots, to where you are today?

Will Moreland: Yeah. Thank you for that. But first let me do say this. We talked about meeting back in Scottsdale, I had an opportunity to meet your family. And I had a conversation with your dad because I was so impressed that all the family was there. None of the grandkids looked like they were miserable. Everybody looked like they wanted to be there. And I pulled your dad to the side and I asked him, I said, "How did you accomplish this? How did you get everyone to come here to Scottsdale, Arizona and invest Christmas here?" And he gave me this wisdom that has stayed with me forever. And he says, "While I was in practice, I never did anything that would compete with my family time." And he said, "I didn't go golfing. I didn't hang out with the guys," I invested all this time with my family.

And I say that to say this, my daughter who is 19 now, she's serving in the United States Navy and she's out the home, but she calls me or her mother almost every day, either myself or her mom are in contact with her. And I attribute a lot of that to that wisdom I got from your father.

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I shifted my mindset, shifted my business to make sure that I wasn't only in the home, but I was present in the home. And so that wisdom I got from your father I will internally be grateful for that. My 11-year-old son, he still comes up, hugs me, gives me a kiss. Still wants to hang out with dad. And I do believe that's because the investment of time that I put in there. So I wanted to say that, man, I'm always indebted to your family for giving me that model, and that picture of what I always wanted.

And that leads me into where I started. I started off in Compton, California. If anybody is familiar with Compton, California, when I was growing up there, it was said to be the worst city in America, but I'll tell you, David, it didn't feel like the worst city because inside my home, I was raised by my single mother and my grandmother, I got the love. I got the character. I got my godly principles inside the house, although I was aware that there was dangers on the outside. It was the worst of times, the best of times, type of thing going on. And even as I get older and I begin to reflect on my upbringing, I really grew up in a phenomenal setting as it relates to when I think about my grandmother, who was a African American woman, raising her kids as a single mother, we grew up in a home that she bought in the early seventies.

This is right off the heels of it even becoming legal for her to be able to do that. So I didn't as a kid realize how phenomenal that was. And then when I looked at the neighbors that we had, Ms. Knox and Ms. Kennedy, these were also African American women in the early seventies that had bought homes. And so I really appreciate what they were able to do. But as I said, I grew up, single parent, got into a little bit of trouble, found myself on the

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wrong side of the tracks. And I had an opportunity at the age of 18 years old, I had the opportunity to join the United States military. And when I joined the military, that's when things really started changing for me because I now had a mentor. I didn't know these fancy terms, mentor, coaches, and all that type of stuff.

It was just a person who saw some value in me. And he began to speak to me from that place of value. Growing up, everyone spoke to me from my environment. You're in Compton, California, you're raised by a single mother. You're probably going to end up in jail, or if you are not in jail, you're probably going to end up dead. But this gentleman, by the name of Walter Babbs was the first gentleman that began to speak to me from my place of potential. And he asked me this question that changed my life. He says, "Will, where do you see yourself in five years? Where do you see yourself in five years?" Now, up until this time, everybody had told me, you're not going to even make it past your 18th birthday. And if you do, you're going to be in jail. He's the first one that asked me about my vision for life.

Where do you see yourself? And at that time I didn't have an answer for him. And he says, "I want you to go home this weekend. And I want you to think about where do you see yourself in five years?" I went home, thought about it that weekend, I came back and I said, "Well, Sergeant Major, I want to be a good soldier. And I want to get my education." He says, "I can help you with those two things. If you're serious and you're committed, I can help you become a better soldier and I can help you get your education."

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And he stayed true to that. And he got me enrolled in college. I got enrolled in college. He put mentors around me to help me become a better soldier. And those two things that he did for me really began to transform for my life. I got into these new settings of education. A lady gave me a book. You may be familiar with this book, I'm not sure if anybody's read it, but a lady gave me this book, entitled Think And Grow Rich.

David Phelps: Sure. I think a few people know about that book.

Will Moreland: I'm in college classes, and she says, "Will, I think this book will benefit you if you read this book." I began to read this book and I was just blown away like most people that read the book, and the thing for me was that I could take control of my life, through making better decisions and making better choices, I could take control of my life. And I tell you, when I read that book, it just opened up Pandora's box for me. Because as you know, you read that book and he's mentioning so many other people in that book, and I'm like, well, who is this? And so now it leads you on this rabbit trail of that you want to learn who all these people are. And so now I'm creating this library of success. And I'm reading about all of these fascinating peoples, but then as the book lays out, you start learning these principles. And so for me that's where... I'll break right there, but getting into the military, getting around some great leaders, really began to chart me on the right course.

David Phelps: That's really important, I think, Will. And as you said, very humbly, you came from an environment, a physical environment, I am not... You spoke so highly of your mother and your grandmother. And I think that was a key

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because that's where you got the principles in life. Unfortunately, we know a lot of young people don't have that in their family, no matter where their physical environment is. Compton, California, I've heard you tell the stories about Compton and the danger there. Of course, when you're young, you don't know the difference, right? I mean, you're young, you just go, well, this is what it is. But the key thing for you, it seems to me, is your mother and your grandmother, stalwart women of faith and principle in themselves. That being said, there still was an environment outside of the home that they couldn't control 24/7.

So you said, got into a little bit of trouble, got on the wrong side sometimes. I mean, that's again part of environment, would you say that getting into the military was that... Because a lot of people talk about luck, and like, "Well, I was lucky." And having a mentor like Walter Babbs, is that luck or are you just putting yourself in an environment where luck and opportunity seems to happen? Because a lot of people kind of get that backwards. What do you say to that?

Will Moreland: I think for me, I think all of us have a divine assignment in our lives. And no matter where you start, no matter where you come from, I believe everybody's going to get an opportunity to live out their best life. They're going to get the opportunity. Now, whether you take that opportunity and whether there's an awareness of that opportunity is going to play a major. And I'll take you a little bit back just to give some more context.

So I had got arrested. And when I got arrested, this gentleman, I called my first disruptor, was this judge. And

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the judge says to me, he says, "Mr. Moreland, I'll tell you, you're 18 right now. And if I send you to jail, you'll have this record for the rest of your life. What are you going to do with your life?" And he allowed me to go home for two weeks and he says, "I want you to go home, I want you to come back to my court in two weeks and tell me what you're going to do with your life. Why shouldn't I put you in one of our nice facilities, AKA jail?"

And so I went back two weeks. I didn't know what I was going to do. Three days before it's my time to go back to court, another gentleman by the name of Corey Oliver comes up to me and he says, "Hey, have you ever thought about going to the army?" And I looked at him and I laughed, and I did a little chuckle, because guys in my neighborhood, we don't go to the army. But I knew in that moment, David, I knew, I said, the judge will go for this. He'll probably go for this. Because I didn't have any other ideas. And I looked at Corey and I said, "You know what? Let's do it."

And he was so stunned because later he tells me, David, he says, "Man, I've been walking in this mall for a year and a half. I have not put one person in the army." He's like, "As a recruiter, I'm at zero." But it was funny. The military at that time, they knew the area he was in. So usually as a recruiter if you're not putting nobody in, they fire you, but they knew, hey, you're in this area, just walk around, man, just walk around. But I'll never forget, David. When I told him, yes, I remember him calling the station commander and he calls the station commander and he says, "I think we got somebody." And I'll never forget hearing through the phone his station commander say,

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"Well, dummy, bring him down here. Bring him down here."

Now this is so funny. I get down there to the recruiting station and you have to take this test, you've got to take the ASVAB test. So they put my name in the system and my name comes up as I've taken the ASVAB test. And I'm like, I've never taken the ASVAB test. I don't know what you guys are talking about. My dad's name, we have the same name, maybe that's his record. They're like, "No, it's not his record. This is your birth date. This is your record." And I'm like, "I've never taken this ASVAB test." And then I thought for a minute, I said, "Wait a minute. A recruiter came to our school when I was in the 12th grade and they told us, if you take this ASAB test, you can get out of school for half a day. You take it in the morning at eight o'clock, takes you to about 12 o'clock, you can have the rest of your day." I'm like, bam. I forgot I took the ASVAB test.

So my ASVAB test, when I got to that recruiter, I had three days left, because the ASVAB test is good for a year. I had three days left on that ASVAB test. And I tell them, I say, "Wait a minute. I was playing around when I took that test, I wasn't even..." They was like, "Whatever you did, you scored well on it. We're not going to let you retake it. We don't want you to mess up." And so I have this ASVAB test sitting there. I had took the test earlier on. So a lot of times, David, we have things that happen in our life that we don't know are pieces of the puzzle that God is just putting together, that when that moment of opportunity comes, everything gets in place.

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So here's this judge, he could've had a bad day that day. And sent everybody to jail. Right? I could have had a different judge that day that sent everybody to jail that day. But for whatever particular reason, God's divine ordinance, whatever, he says, "Will, I'm going to give you an opportunity." I then meet Corey Oliver. From meeting Corey Oliver, I then meet Walter Babbs. And so these connecting pieces, I believe all of us, everybody that's listening to us, you're going to get an opportunity to live out your absolute best life.

There's a favorite scripture that I love, Jeremiah 29 and 11. And it says, "God knows the thoughts that he has for you, to give you an expected end." And all of us have that. Now, you may be released in a situation like mine. You may be released in some unfavorable situation. So it may be hard to navigate and hard to see it, but it's there. And I believe that God works through people and he'll put special people in our lives. You're listening to this podcast today. This may be your moment. This may be your moment, connecting with Dr. David may have been your moment. But I believe all of us are going to get a moment where we can better ourselves.

David Phelps: You're such an inspiration, Will, because again, you have lived your life with authenticity. And just as you've spoken here today, it's the connection with the right people at the right time, the way that the doors opened, which could have been closed, you're right. It is so hard many times. And I think for all of us, no matter where we are in our age and maturity, it's still hard when we feel like we've hit a brick wall on something, or something unfavorable happens to us that we don't even think is in our control. It could be, gosh darn, last year COVID and businesses got

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shut down, and people were out of work and out of jobs, and we're still dealing with a lot of the after effects of that. We're not done, but to your point, when bad things seem to happen or bad luck, or whatever you want to call it, happens, we have to kind of put our radar, our antenna up even more, because something's going to be there.

Some person, something's going to be there. We can't just dig a hole, put our head in the sand and wait for things to change or get back to normal because I don't know what normal's going to be. We don't know from day to day, it's going to change. And finding those connections that are kind of like breadcrumbs, kind of like breadcrumbs that you have to look and not just step on and walk over. It's like, well, what's that? What's that connection? I don't know. But it seems like there's a person, there's a message there to me somewhere. I ought to go down the trail a little ways to see, well, what is it, right?

Will Moreland: Man, you're absolutely right. I think it's the Chinese that have that for every crisis there's an opportunity, right? The ying and the yang. And you have to develop your mindset to understand whether it's a problem, a obstacle or a situation, connected to every obstacle, problem or situation is a solution, is an opportunity, right? And so for me, I've worked on this. I know you've worked on this, to not look at the problem, but look for the solution. To not look at the obstacle, but to look for the opportunity. What goes up, must come down. It's the ying and the yang. And so once you understand that, I had a mentor years ago and he taught me this. He says, "Will, whenever you go to do something good, you have to understand that there's going to be a negative force trying to keep you, it's not

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anything that you have to do to look for it, it's not that you have to avoid it. It's automatically there. When there's a good opportunity, there's an obstacle there that's going to keep you from it."

And when he told me this, I began to really examine things in my life. And every single time, whenever there was something negative, there was also something positive. Whenever there was something positive, there was something negative. That's just the way of life. And so for me, David, the more we can normalize this... Oh, I love this, I'm going to use this, this is the perfect podcast to use this example. You're a dentist. I always tell my clients, when you go to the dentist and the dentist is getting ready to work on your mouth, they're getting ready to put that Novocaine in there. But before they put that Novocaine in there, they always tell you, "You're going to feel a little pinch. You're going to feel something."

They tell you that because they want you to know that pinch, that little prick is normal, so they don't want you to jump out the seat because if you jump out the seat and that needle goes into your nerve, you're somewhere different. Right?

David Phelps: Right, right.

Will Moreland: That's the same thing about life as entrepreneurs, right? There's always going to be obstacles, but the more you can normalize that, the more you stop exaggerating the situation. You deal with properties, I deal with properties. I understand that, as good as the property is, there's going to be something, a tenant, a leak in the wall, something. As good as the cash flow is there's going to be something. I was just doing a property, the cash flow was

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great, but it was going to impact my taxes because it was going to give me more money.

So we've got to figure that out. There is always going to be something you've got to deal with. And so the more we can normalize it, like people, oh my God, why is this happening to me? You drive long enough, you're going to get a flat tire, right? That's normal. That's a normal part of life.

And so for me, the more I begin to normalize all these things that we consider problems and obstacles, the better I was equipped to deal with it. Because I know if I don't have the answer, I know there's somebody who has the answer. I know there's a David out there, that's went through a similar situation that I can pick up the phone and say, "Here's the situation I'm having. It was a situation for you before, but you've already solved it, so I just need you to give me the answer."

David Phelps: So much wisdom there, so much wisdom. Will, how many years did you serve the military? And once you were out of the military, what were your next steps? I kind of want to know a little bit the pathway for our listeners, how you got into writing books and being inspirational, keynote speaking, consulting, leadership, all the things you do. How did you move in that direction? What was your guiding force there after military time?

Will Moreland: So I go back, I reference the Think And Grow Rich book. So I read the Think And Grow Rich book. Then I read another book, same title, Think And Grow Rich, but it was Think And Grow Rich by Dr. Dennis Kimbro, Think And Grow Rich, a Black Choice. And so now I'm reading that book. And so just like Napoleon Hill had all of these

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amazing entrepreneurs, well, Think And Grow Rich, a Black Choice, had all these amazing African American entrepreneurs that did some great things that I had never heard of, that I'm like, what are you talking about? What do you mean? Where are these people existing? Because once again, coming from my environment, I knew entertainers. I knew athletes. And I knew gang bangers and drug dealers. Those were the most influential people in my circle. Now, you had Martin Luther King and you had Malcolm X. Those are just... But I'm talking about day to day people, people you think you can touch and model and become.

It was either an athlete, an entertainer, a drug dealer, or a gang banger. Right? I was athletic, but I wasn't passionate about it. I wasn't an entertainer. Being a gang banger and being a drug dealer, that was going to be short lived. I read this book by a gentleman by the name of Reginald F. Lewis. The title is, Why Should White Guys Have All The Fun? And Reginald F. Lewis was the first African American businessman to purchase a billion dollar company. He was a lawyer who got into leverage buyouts and he ended up buying this billion dollar company. I was so fascinated by him. So while I'm in the military, I'm reading about this guy. Now, David, I now have a model. I have an individual that looks like me, that came from similar circumstances as me.

So now I have a model, I say, wait a minute, I don't have to be an athlete. I don't have to be an entertainer. I can use my brain. I can use my mind. I can build a business and still have the same stuff that entertainers have, that athletes have. And for me, what it did was, it broke every mental barrier. I could see a David Phelps and I could see

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that he's successful. But as an African American man, I could use that as an excuse. Well, David's white, he's in America. So for me personally, I needed a model that looked like me. And once I got that model, then I could be more receptive to a David because it's all principles at the end of the day. So when I'm in the military, I'm getting all this type of information.

So you can imagine it's totally different than what the military is teaching, so I'm on one, I'm totally sold on personal development, I'm trying to teach it to... I'm trying to being evangelist about personal development. So I come to the time where it's time for me to re-enlist, and this is exactly what I did, David. I read Think And Grow Rich. I now understand that the sky is not the limit. I can create my own future. I sat down and I said, okay Will, you are at five years. It would take you 15 more years to retire. In retirement, you will retire at 40 years old, you live another 40 years. They'll pay you retirement another 40 years. So now we're looking at 55 years. We're looking at 55 years, you're going to get paid for 15 more years. You're going to get paid for another 40 years into retirement.

I did all the math, and I said, this is what I would end up getting in 55 years. The number came out to 2.7 million dollars. I looked at, if I maxed out my military salary for the next 15 years, and then they gave me for 40 years, they cut that in half, that would be my retirement. In 55 years, I would've earned 2.7 million dollars. I said to myself, do you think you can earn 2.7 million dollars in less than 55 years? Do you think you can do it in less than 15 years? And that was the caveat, I said, the only way you win this game is you've got to do it in less than

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15 years. I thought about it. I said, "I could do it in less than 15 years." So I made the choice to get out the military. Everybody thought I was crazy. All of my supervisors, everybody, wait a minute, wait, you're fast tracking. You're doing well. I mean, this is a guaranteed paycheck. This is a guaranteed paycheck.

But then I heard someone say, there's 365 days in a year. And most people settle to only get paid 12 days a year. There's 365 days, and most people settle to only get paid 12 of those days, to get one paycheck a month. I said, that's not a good deal. 365 days. I want to at least get paid 200 days, 220 days, right? And so I got another great mentor came into my life and he talked to me about real estate. And when he talked to me about real estate, he introduced to me, David, two words that began to further transform my mind. Those two words were net worth and cashflow. Net worth and cashflow. At that time, my language around money was paycheck.

That was the only word I knew about money. Paycheck, save, checking account. That was it, right? In the military we had a 401k program. But to that extent I knew nothing. And we sat down, and he gave me a blueprint. When he talked to me about net worth, he says, "You want to be a millionaire?" I said, "Yes." He says, "It's easy to become a millionaire." I said, "No, it's not. If that was the case, everybody would be a millionaire." And he says, "No, I'm telling you, it's going to be the easiest thing you've ever done. What's going to be hard, is transforming your mind to believe that you can." And here's the blueprint that he gave me. He says, "You need to purchase 10 houses. They need to be anywhere between 60, \$70,000. And you need to purchase 10 of them."

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Now, I'm from California. You know what prices look like in California. And this was back in the nineties, they were still, right? And I'm like, most people can't even get one house, and you're telling me to get 10 of them, and in my mind, houses in California at that time, 300, \$400,000. Right? And I'm like, well, where are you getting \$60,000 houses at? That wasn't even a concept for me. I'm like, you must be talking about a shoebox. Because in California, that's all you're getting. You're getting a garage, you're not even getting the full house. Right? And he starts telling me about places like Alabama, Tennessee, Texas, Killeen, Texas, all around military bases. \$60,000, \$70,000. But in my mind still I'm like, these must just be, I mean, shoe boxes.

So he shows me these houses, double wide trailers I didn't know existed. Once again, mindset. In my mind a trailer was a trailer. What are you talking about, you bought you a double wide trailer? And he was excited about it. And I'm like, you're excited about a double wide trailer? I mean, you really are country, right? You're excited about a double wide. And he began to show me these pictures. I'm like, "Wait, no, that's a house." He's like, "Yes, what did you think?" I'm like, "A trailer. You said a double wide trailer." So he says, "If you get you 10 of these," he says, "In five years, they'll appreciate to 100K. When they appreciate to 100K, you have 10 of them, you now have a net worth of a million dollars. You go into the bank with a net worth of a million dollars, you can get anything you want in the world, you go into the bank with a net worth of a million dollars."

He says, "Now you have cashflow. You have cashflow coming." And at that time, David, it's maybe \$300, \$400,

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not major money, but compound interest, all this stuff that I did not know about. But he's like, you have 10 of these at 300, \$400, that's \$3,000 that you're just putting in the bank. That would be \$36,000 that you have at the end of the year. That's more than you make right now in the... I'm like, you're right. And so between real estate and personal development, I knew going out the military, I said, well, I want to do this personal development thing. Now at the time, I didn't know anything about this being an arena. I knew about Zig Ziglar, Jim Rohn, Les Brown and Tony Robbins.

But I just thought they got hit with the fairy dust, and that's what they got to do. I didn't know this was a industry. Like you could really wake up and say, like David said, I want to be a dentist, that Will could say, I want to be a professional speaker. I didn't know it existed.

David Phelps: You thought these people just got anointed somehow, right?

Will Moreland: I thought they're like a pastor or something, they got anointed and those 10 people that the... Because I didn't know about National Speakers Association. I didn't know about Toastmasters. I didn't know about any of this stuff. I didn't know that you could just say, hey, I want to go be a speaker. And so I get out the military, I'm doing real estate. Initially when I got out, I worked for a bank.

And so now I'm learning about banking. I'm learning about interest. That was a whole world by itself. I'm learning when it says daily occurred interest, what that means. And then I started learning about money. We know how to get money, but we don't learn about money, that money's

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a tool and not a toy. Right? And so when I worked at the bank, I'll tell you the story, I'll never forget it.

A guy comes in, and this young guy in the military, and he would come in about once or twice a month. And he would make a payment on his car. He had bought a car and he'd make a payment on his car. Now in his mind, he's keeping track. He has this little notebook and he said, I pay \$200. I pay \$300. So in his mind that's \$500. He comes in, and I'll never forget the day that he came in, in his mind, he thought he had paid the car off. He found out that day about daily incurred interest. And so his payment, I'll never forget this, his payment was due on the third, but he would come in like on the 18th or on the 20th and make a payment. Well, all of that was what, interest. But I'll never forget-

David Phelps: Stacking interest, so he was never paying down on the principal.

Will Moreland: He was never paying the principal. And I'll never forget because he came to my desk, and we're talking, and I'm, congratulations. He's showing me his notebook, right? He's like, "I made all my payments." I'll never forget, my manager coming by and saying, and showing him all the dates that he made payments, the 15th, the 18th, the 21, the 22nd. And just a simple shift in information, if you would've come in on the day that it was due-

David Phelps: Would've changed everything.

Will Moreland: All of that would've went to the principal. Only the little portion would've went to interest, and you would've been paid... That information, that day... That day, I said this to myself, "There's not a wealth gap. There's an information

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gap." There's not a wealth gap, there's an information gap. See, there's an abundance of money for all of us to be millionaires.

So there's not a lack of money. If there was a lack of money, there would be an issue, there would be a problem. It's not a lack of money. If David does something to earn a billion dollars, the world would give it to him. If I do something to earn a billion dollars, the world would give it to me. It's not a lack of money. It was a lack of information. And that day I looked, I was so upset. I was so upset because no one stopped this gentleman. No one said to him, "Hey, if you just hold this money and pay it when it's due," and to the teller, she probably didn't know. They, hey, you want to make your payment? Make your payment, she just took the money.

And the computer did the rest. Right? But this gentleman, because he didn't have information, and I'll never forget, he felt so done wrong, he felt as though the world had slapped him in the face. For me, I didn't get upset. I just said, oh, it's information, whenever you do something, make sure you have all the information.

David Phelps: Yeah, I can't imagine how that young man felt. I mean, it would be so demoralizing, I think in the story you've told about your life and having mentors at the right place, at the right time, of course you were seeking them out, you were open, you didn't just push them aside. But the right people saw you and saw how much potential you had. You just needed direction. This young man, maybe we don't know the story, but hopefully he didn't just let life continue to take him. But he hopefully used the lesson and thought just like you did, well, wait a minute. This

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didn't work out how I thought, but to your point, I'm missing some information. I'm missing some application here. Maybe there's someone who could teach me or show me books, or show me a pathway so I can learn these lessons, because obviously there's something that I didn't understand, right?

Will Moreland: That's absolutely right. And I've taken that lesson with me all of my life. Whenever I get ready to do something, I ask myself, Will, do you have all the information you need? Do you have all the information you need? Do you need to have some more conversations? Do you need to talk to some different people? It has served me so much just understanding that whatever you want to do, it's just information. You can go to the gym, I see people go to the gym and after a month or so, they're not getting the results that they want.

And it's because they're missing information. So they now get an expert, they get a trainer, and they explain to the trainer, "Well, I've been doing this, I've been doing this." And the trainer says, "Oh, you thought you were working on this part of your body, but you were actually doing this. We can do certain movements and we're thinking we're working this muscle, but that movement is working your backside." And so information, and this is in every area of our lives. And so I've just taken that wisdom, whatever I want to do, I always go and seek out an expert so I can make sure I have the right information.

David Phelps: You are a wealth of information and a wealth of inspiration, Will. And I just want people to know how they can continue to connect with you, to follow you, to pick up the breadcrumbs that you are leaving intentionally for

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people who are willing to pick them up. Where can people go to find you, best places?

Will Moreland: Website is drwillspeaks.com. All social media @drwillspeaks. So drwillspeaks, D-R-W-I-L-L-S-P-E-A-K-S on all social media platforms. And David, before we finish up, please, I see the book back there, Own Your Freedom. I got my copy, I've read it. It is a phenomenal, phenomenal book. And that's the difference maker that we see in all successful people, is that they've taken 100% responsibility to own their results. When you take 100% responsibility to own your results, and I have to say this, we live in... I know you have listeners from all around the world, but especially those of us that live in the United States, I believe we live in the best country in the world. When we talk about affording you, when you talk about a kid that didn't start on the wrong side, but inside this system that is afforded to us, was able to correct his path and live out the dream that America offers, there's no better place.

But it takes 100% responsibility. We can all sit around and point the finger at everybody. But one of the best lessons I learned in Compton from my grandmother, she said, "Will, when you point your finger at someone, you got three fingers pointing back at you," meaning the bulk of the responsibility is on you. So no matter what anybody does, the bulk of the responsibility is on you on how you respond to whatever happens to you in life.

David Phelps: Well, I think I'm just going to drop the mic right there, sir. You speak again with wisdom, clarity, and focus. And I also just don't want to lose the opportunity to thank you, and your daughter now, who is serving because having

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the freedoms and the opportunities we have in this country is because we have people who have served and continue to serve in our armed forces, and provide the protection that we get to still keep the opportunities that we have today. And that doesn't go without the people who do that service. So thank you. Thank you so much.

Will Moreland: Thank you once again for having me, my friend. Always good to see you.

David Phelps: We'll talk again soon.

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