

Ep #371: Brett Snodgrass - Sitting in the Owner's Box



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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 the Dentist Freedom Blueprint Podcast. Today, as I usually do, I have a non-dentist with me today, but that's a good thing because we're going to learn things non-clinical. That's what we're about here on the Freedom Founders Dentist Freedom Blueprint Podcast. Today with me, really a great friend, someone who I've really come to admire and respect a great deal, Mr. Brett Snodgrass. Brett, thank you for being here.

Brett Snodgrass: I am honored to be here, David. Thank you so much for having me. It's been a little bit, man. We've been trying to schedule this now for months and here we are, so ready to rock and roll.

David Phelps: Here we are, finally. I wasn't going to miss the opportunity and our listeners will understand my purpose for having you here in just a few moments. I'm not going to let the cat out of the bag yet. In fact, I told you earlier that you don't even know what I'm going to ask you today, so you just have to be prepared to roll with what I come with. But you're authentic so I know it's easy for you. Let me give a little bit of background. Brett, I'm not going to read it verbatim, because I know you, I know you as a friend, I

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know you as a colleague. Not just a colleague in real estate, but I think a colleague as a brother, a follower of Christ, and you live your life so much there that I think everybody needs to have role models in life, Jesus Christ being our primary role model, but we also have to be accountable with each other, brothers in Christ, and you do a great job of that.

You have your own podcast. It's actually called the Brett Snodgrass Podcast, so if people want to follow up with Brett, I'm going to lead with that. You could go and hear more from Brett on his podcast that he puts out a really great job. But Brett and I, we met through a mutual mastermind group, it's called The Collective Genius. We've known each other for a good handful of years, and I'm going to say a one thing about being a part of network relationships, and Brett, I know you would say the same thing, is that so much in life, entrepreneurs, we're driven to create, build, we're going to build securities for our families. We don't want to be like the majority and just go into a career per se, but we're always about trying to find freedom and peace of mind and do it our own way. That's who we are.

But that can be very much of a solo operation because it's hard to find other people in our own community or even friends we went to school with. They're all great people, we're all friends, but most people want to go down a track that's more security based and more stable and more looked at by society as, that's a good career to be in. And we said, no, we don't want to do that, we want to do something different. But it's a solo job out there and you can be very much in a place where you don't feel like you have a tribe and people that really relate to you very well.

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And I think in a mastermind group that's of like-minded people, and that's a key, and it's got to be facilitated by somebody who also holds values and integrity and is doing it for the right purpose. When you put those together I know with you and with others, I have found some of my best friends and real friends, not just business colleagues, that's part of it, but best friends in a tribe like Collective Genius. Would you you agree?

Brett Snodgrass: Yeah, absolutely, David. I joined The Collective Genius about five years ago. I've been a part of other mastermind groups and Collective Genius is topnotch. Just Jason Medley, man of integrity, leads with his heart that way. I know your mastermind is the exact same way. All your listeners probably know that. And so like minded individuals, it's hard to find. You can look around the corner in your local community, at your church, at your kids' basketball games or softball games or whatever, but it's really hard to find men and women to open up to have that same drive, that same hunger to not live inside of the box, but to do something different, to do something special, to create, to build something out of nothing. This is what we do. To find guys like that, it's just pretty awesome and totally agree with you.

David Phelps: Your background, Brett, just so people know you a little better, you've been a real estate investor. And when I say investor, a lot of my folks think about investing as more of a passive thing and you can be passive or you can be active or you can be both when you're an investor. I know you do both, you invest for the long-term, but you're also in the business of, I want it clear, that you've been in the business of for 15 plus years. Your company specializes in wholesaling, whole tailing, we don't have to get in the nuances of that. My tribe will probably be very much

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interested in the details of that, I will explain it to them. Creative financing, an area that I love and I found in real estate the opportunity for creative financing is just the multitudes of variances, of solving problems with that ability, it's just fun. It's just a heck of a lot of fun to do that. I know you do that so well.

And business scaling. And I'm going to talk a little about that today because I think that may be very relevant to our audience. Your team, your business called Simple Wholesaling, you buy and sell over 250 properties a year. And through that, you also build very large passive income streams. Our tribe is definitely about passive income streams, so we can relate to them about that way per year. And you do well over 50 create creative financing deals per year. Which again, just to give our audience a little bit of a flavor, what that means is Brett you and I would say that there's a retail component to the finance real estate industry. Retail component means banks, institutions that typically finance transactions for people, whether you're buying and selling businesses or real estate or cars or whatever, there's a retail market for all that, and that's what most people see.

What people don't understand that there's also a secondary market for putting together win-win solutions that don't necessarily have to involve directly the retail institutions. And that's what we're talking about here, where you actually solve problems with other means of financing, and that's a fun thing to do. You have a YouTube channel, the Brett Snodgrass channel on YouTube. And as I said, you have your podcast. You're the father of four children, husband to your beautiful wife, Karen. I know this is true about you, you enjoy spending time with your family. I know that's been a key focus for

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you in latter years. Reading, partnering with impactful ministries transforming futures, something that we actually have done together in Guatemala. You also, as we said, enjoy participating in the mastermind group, Collective Genius, other masterminds. And in Collective Genius, you actually are one of the leaders in the charity branch.

And well, I want to talk a little bit about that today too, because that's where I think when we get to a point in life where we've as entrepreneurs been driven really hard to try to build some kind of financial fortress, the security for our family. That's who we are, we're going to build these things. And yet at some point, and hopefully sooner than later, we realize that what are we building for? What are we really building for? What does all this really mean? If I have X amount of dollars in the bank, or I have investments here, there or otherwise, or I have real estate and it's creating passive income streams. Wow, that sounds wonderful, but what's it really for? And I'm just going to throw that to you, Brett, because I know you've got great answers. What is it really for where you are in your life right now? What does it mean for you?

Brett Snodgrass: No, that's a deep question. I've been probably thinking about that for the past 20 months when I did step more out of the real estate business. But for me, real estate's always... This has just always been a vehicle, number one for my family. I want to pay the bills, I want to take care of my family. But do I personally care about living in a huge mansion on the beach and having a few vacation homes and a jet and stuff like that? That's just not me. Real estate's always been more of a vehicle for me to have freedom, it's been a vehicle to step out of the business and be able to look at the things that I find

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extremely important in my life. And when I look down at my life with that thousand foot view, I start to ask myself what is extremely important to me?

And I want to spend my time there, I want to spend my resources there, I want to spend my energy there. And, and for those things, for me, number one, it's my family, I want to spend time with them, but it doesn't stop there. I want to spend time helping other people, helping other men like myself with some entrepreneur things. I love teaching and that's why I do the podcast, and that's why I do some of our meetups and things like that.

I love missions. I love getting outside of my own world. We live in America and then to get outside in a developing country and to take your kids with you and to be able to do that and experience that and to help a child have a meal for a day because they can't eat. Just to experience things like that and to be able to have an impact in that way, those are the things that are really, really important to me. You mentioned faith, ministry, to be able to spread the gospel in a way. In our world I try to do that with Gods talents that he's given me. Those are the things that are really important to me. All of this, all the real estate, all the money, all of that is really just a vehicle so that I can spend my resources, energy and time and those really important things to me.

David Phelps: Beautiful. See, that'd be my same answer. It's a vehicle. And choose a vehicle, we just happen to love real estate, it's worked really well to provide that opportunity. Let me ask you this, Brett, have you always thought this way and it's going back when you were younger, same thing, when you were just getting started in life and starting a family and were you always focused as much as you are today

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about impact giving service, time with family? Just curious, or was there a turning point where you actually, you know what, what I've been doing is just not serving? I think we all go through some kind of turning point. What was yours?

Brett Snodgrass: Yeah. Yes, no, I have not always been this way. In my twenties, I was just like any 20 year old. I actually, wasn't a man of faith in my twenties. I gave my life to Christ when I was 30 years old. I was chasing, I was chasing the world, I was chasing money, I was chasing all of that stuff that I felt like would do it for me, that could fulfill me. And I caught a lot of it. Maybe I didn't catch it all, but I caught a lot of it, and I realized that it didn't totally fulfill me, Now I'm happy that I chased some of those things, that I went after success. Obviously I'm in a place now where I have more options than I did so I'm glad that I went this entrepreneurial route. I took a lot of risks and I was hungry and I worked a lot, but I had to sacrifice a lot too.

The turning point for me probably was, it started to be around 2017. We were having one of the most successful years that I had ever had. We were doing about 350 deals that year and I was doing everything. I had a small team, but I was a CEO, COO, running everything. And I just felt myself just really exhausted, really tired. I had to check myself into a doctor's office and get an EKG and have my heart checked out because I was like, something's going on here and I don't know what it is, but I don't know if I should feel this way or be this way or check my health.

That's when it started, and then it just lingered on. In 2018, I mentioned this at Collective Genius, I have a daughter from a previous relationship and her mom wanted to move away from where we were living at that



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time. And it was two hours away. I had my business, my team, my life, my friends, my church, everything in Indianapolis, Indiana, and then she wanted to take our daughter and move two hours away. At that point I had to make a decision. I said, hey, am I going to move with them and have half custody of my daughter, or am I going to stay, run my business, do my thing? And I made a decision to move. Again, I looked at my life way up here and I said, what am I going to regret? Am I going to regret not going and spending time with my daughter? What is she going to think when she's 21 years old and look back and her dad didn't come when she was 12, so I went.

We moved and that was really a big starting point for me to get out of the business. And then it just spiraled from there to me, I hired a COO, he started managing everything. And then 20 months ago, right before COVID hit, I was taking a shower and the pandemic was coming, the shutdowns were happening. And I was like, you know what? I don't know what's going to happen to the business. We were all freaking out. Are we going to go under, what's going to happen? And then almost a relief came over me. And I was like, you know what, if we maybe didn't go under, but if we downsized, if we had to go from a 10-person team to a five-person team or four-person team, and we did less deals and less money and less overhead and less work, I was like, I would definitely be okay with that.

And that's when it hit me. And I said, maybe I should be doing something different. And then that was this process is I talked to our COO and I gave him a nice package, and I said, "You know what, do you want to just run this thing? I'll step out into the owner's box, you run everything and I'll be your biggest fan and biggest supporter, and you

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make all the decisions." And that was 20 months ago, so here we are and we've had the best year ever in 2021, and it's been pretty awesome, but that's the process that happened.

David Phelps: Sometimes we feel, as you've indicated, and I certainly have felt it and most of us who have run an entrepreneurial life, that we have to do it all, that we have to wear all these hats, we have to spin all these plates. We're typically the visionaries, but we also try to be the operators as well, and that usually doesn't mix very well. And it's free to actually be authentic and reveal to us, which you said you did to us at Collective Genius that stepping aside, going in to the owner's box, which means you got out of the way. And so you could say, even though you're an amazing visionary, maybe the operational aspects, you were actually holding things up. Is that fair?

Brett Snodgrass: I think so. I think that the owner honestly can be the bottleneck. I mentioned this in a presentation I did at Collective Genius and sometimes our ego gets in the way, and we think, you know what? I raised this baby up from ground level. I am the man. No one else can do it as good as me. And I think that's a lie. That's a lie that we tell to ourselves. There are people that can do it as good as you, if not, probably better than you. And when you realize that, that you put the right people on your team and you see them start to do it better than you, you're like, you know what? Maybe I just need to step out, let them do their thing and just not get in the way.

A lot can happen with that, decisions start to happen faster. It can be scary, it's risky because their vision starts to take over a little bit. But it was just time for me to do

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that, time for me to start to let go, which is the hardest part. I mentioned that the hardest part in all of this is letting go. You got this little baby, you got this child that you've raised up and then it's hard to really let them go. But once you do let them go and they start to run, they start to fly and then six months goes by, eight months goes by, 12 months goes by and you have your best year or a really great year without you, you're, wow, that's pretty cool.

Some people can't handle it because they're, well what about me? I'm the man, right? But if you can humble yourself enough to be like, "This is what I wanted and this is awesome, I'm your biggest fan, I support you guys, and I'll be here with anything that you want," and that's just where I'm at. I'm sitting in the owner's box. I don't call the plays on the field. Someone else is coaching, someone else is running the plays, running the team and I am just cheering for them.

David Phelps: I think you even mentioned that when occasionally you might enter back into with the team that some people say, "Who is this guy?"

Brett Snodgrass: Yeah.

David Phelps: "Who are you? What are you doing here?" "Well actually I..."

Brett Snodgrass: And that's the thing. We had a company picnic, so we were inviting all of our team members to the picnic and I got invited to the picnic, I own the company so I got invited, my family got invited. I go to this picnic and one of our new employees, who had only been with us for a couple months, they said, "What do you do?"

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And it really caught me off guard. I didn't know what to say, I said, "I do real estate." I didn't say I even owned the company. I just said, "I flip houses," but then someone else interrupted and they said, "He owns the company." But again, someone might really take offense to that honestly, and they might say, "You know what? I own the company, who do you think that you are?" But I was like, this is what I chose. This is what I signed up for.

When people say, "Man, I wish I wouldn't have been the face of the company. I wish I would've been in the background." That's where I'm at right now. People have forgotten about me almost, they don't really know who I am. They don't call me, my phone doesn't ring. That's just my life and that's just what I've chose.

David Phelps: As you said, to really grow, and I don't mean grow in materialism, I don't mean to grow necessarily financially, although it often happens this way, but you have to let go. You have to let go what you've known, what has gotten you to wherever you are today, however you want to define that, successful, still trying to figure something else out. I've got areas in my life that somehow deep inside are not fulfilled, everybody has those. And yet to grow, you've got to be able to let go of something. And you said it very well, that's a scary place to be. It's like you got a bungee cord tied to you, that's how I look at it. And you're standing over a cliff and the bungee cord, it's supposed to pull you off the ground right before you hit, so go ahead and jump, but I don't know. I don't know.

And I think that scary part, Brett, is that our identity is built so much on what we do in life and the moniker of success that we are able to show. However you do that, whether it's a degree after your name or you live in a certain

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neighborhood or whatever it is, that's our identity. And to be willing to strip that off, as you said, and move to the owner's box where you're no longer the face and what you did, you don't walk around the town or whoever the people you're around, it's going to be different. I want to know from you, as you looked over that cliff, and were ready to go to that owner's box and really let go of most everything that was your identity, did you already have in place a solid idea, a solid framework of what this next would be for you, or were you just going out there with faith that it was just going to open up? I want to know. That's why I got you on this podcast because I didn't get to ask you. I want to know.

Brett Snodgrass: Oh man. Honestly, I really did not. I didn't have a clear vision, a clear blueprint of, hey, this is my next thing, my next step. I had ideas what I wanted to do and who I wanted to be. Honestly, my identity was wrapped up into this thing severely. And even though at that time, I would've said, "No, it's not, my identity's in Christ or I'm a husband, I'm a father." But when you step and you stop being the man and you stop being the face and people stop coming to you and people don't ask you anymore. As entrepreneurs and business leaders, we complain all the time about our door opening up and people constantly asking us questions. Well, when no one asks you any questions, you start to question yourself, well, who am I, how am I important, do I matter?

I spent about a hundred days, I'd say 90 to a hundred days of just wandering and mentoring, not mentoring, but getting mentors in my life of just really going through this transition, this process, and it took a while. I didn't this blueprint, I didn't have this big, next thing. I knew I wanted to do something, not saying that real estate isn't

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significant because it is. I impact people's lives with real estate, I impact my team. Definitely not saying that at all. But I wanted to do more of these things that I was passionate about, that I love, some of these mission things, some of these ministry, deeper sorts of things like mastermind sorts of things. I knew I wanted that, I didn't know what it looked like, but I knew I'm more of a people person.

And every business is people, but in the wholesaling and all that, a lot of transactions, a lot of transactions. And I wanted maybe sit down with you, David, and be, maybe I can pour into you, because I knew exactly where you are and I knew that was going to be a part of my life. And I'm doing some of that now just taking other entrepreneurs that are stuck, they're in the trenches, they're stuck. They don't know what to do, they're they're way where I was at. And I love to just tweak and say, "Well, have you thought about this?" That's in the works for me. Again, I don't have it clear, but I know it's going to be purposeful, mission full, impactful and people oriented and faith. I know it's going to be a lot of that, but I don't have it totally clear yet.

David Phelps: I think that the ability for one, to take the steps on faith, to allow yourself to grow yourself, to have the impact, to find the deeper relationships, to be of greater service that you have to create a vacuum. You have to actually step out and create that vacuum. The reason I ask you that question, because that's exactly how I was. And for a similar reason that you had, well, the decision you made to move to be closer to your daughter. A lot of people would've had trouble with that. I would potentially have trouble with that too, because you're thinking, well, wait a minute, I'm supposed to be financially responsible for my

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family and my daughter's included in that, but I want to be a dad.

And so now we have this big conflict, and I think that hurts a lot of us as entrepreneurs. We're trying to figure this out, this conflict, how do we figure this out? And you made a decision because I think you future paced yourself wisely. You said, "I didn't want to live life with regrets." I think a lot of people just plow through life and not even thinking that and then at the end of life, if they had that opportunity to reflect back, it wasn't how many more deals you did in a particular year, it wasn't how much more money, it wasn't how many revenue streams, it was the time, the relationships, the people, is I think where regrets come from. And you decided, you made that decision, I don't want those regrets. I'll figure this out.

Well, I had to do the same thing. I let go of my dental practice over 15, 16, 17 years ago when I was like you, in real estate, I was doing quite well in and providing for my family, but my daughter's health situation, which was very tenuous, could have been so tenuous that it could have been snuffed out and I would've had regrets. Now, fortunately, that didn't happen, but it forced me to do the same thing you did, to really dig down deep, to go what's the most important thing. And like you, I had a decent amount of real estate, decent, not magnanimous, decent, that gave me an enough runway to say, "You know what, I'm going to make this move because I care about my daughter."

Now, back to the point I was going to make with you, is I didn't know exactly what next was going to be. And I wasn't really worried about it because my focus was on my daughter and just escaping from what I call the ball

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and chain of spinning all the plates in the business. And I realized, looking back now, that that vacuum of time, that void of time, all of a sudden that was there in front of me, I wasn't really afraid of it because I had a reason why to do it. I wasn't afraid. I'm thinking a lot of people are afraid. I think a lot of people, even if they think they have the financial wherewithal to do it, they're afraid for the reasons you just expressed, who am I now? I have no identity. And I think if you have faith and you open that void and you create that space because you can and you should, that's how you get to grow. If you don't do it, then you probably never will. And then you'll look back on life and go...

I just want to hit that home because I know I've got a lot of listeners, a lot of them they're all entrepreneurial, a lot of them are doctors and dentists who are working really hard, just like we both have and people we know. And yet inside they're thinking, when can I pull the trigger to do these things that I've been talking about, spending more time with my family? Or my kids are growing up right in front of me, I've got 18 summers and they're gone. And my advice, and I want to let you weigh in, my would be to get real about what you really value. And I'm not saying that you can be financially irresponsible. No, we're not talking about that at all, no. But we believe a lot of what society in our industry tells us, "Well, you should do this, you need to do this. If you're not doing this dollar volume or number of houses, there's something wrong with you." And I think we've got to be able to dispel that, but give me your take.

Brett Snodgrass: No, that's really, really great. Number one, I don't want anyone to be financial irresponsible. Like David said, I had some of my notes, I had a rental portfolio and I still

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own the business. Like I said, we had the best year. I made more money last year than I had made ever in the real estate business so I still own the business. I put a lot of thought, I talked to a lot of mentors. This wasn't, oh, Brett rips off this bandaid and I'm gone. It's like, this is a two or three or four month process of conversations of how do I do this? All these thoughts came through my mind. Could I sell the business? Could I still own the business, but give up a piece of it or could I give some nice bonus packages on this leadership team that's going to drive this thing home?

And that's obviously what happens. It took some strategizing. I wouldn't recommend just walking away. And I had a lot of passive income streams as well so I had a nice cushion. One of the things for me is maybe you don't need to rip off the bandaid, but maybe, for me, this was two or three years of slowly walking out, slowly delegating out. I don't like doing this anymore, I don't need to do that. I'm going to delegate that. And then I slowly just delegated everything. Well, that was a lot of months and years and process in that.

One thing for me that I think I needed is I needed rest. And I heard this the other day that it said, I think it said, hurry is violence on the soul. And when you think about that is we're so fast paced and we are hurrying all the time. We never take time to rest, to be still. And I believe to listen from God, to listen to our inner thoughts, we need to be still. And I needed that in my life. I hadn't had that and I don't remember what that was even like, is just to breathe, to be still. What am I going to do? Just to have that time, it was just really, really important to me. Maybe someone can relate to that. Maybe you just need a little rest and that's what I needed for sure.

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David Phelps: True to form, and yet so contrary, again, to what we were told, you got to be busy, you got to be productive, you got to be making things happen. And if that's all you do, you'll burn out, you'll burn out in life and whatever you thought you were meant to do. I'm going to peel back to mentors, because you've mentioned that a couple times and I'm a huge fan, and you mentioned conversations with mentors as you were working this out. What I have found is choosing the right mentors, I want to talk to you about that a little bit.

But having the opportunity to articulate our thoughts, our dreams, our visions, the things that we think are challenges or barriers, limiting beliefs, we all have them right. And articulate with somebody that has the role of the, I'm going to call it, in air quotes, the right mentor, gives a lot of clarity because clarity is usually what we're missing in life. We can't see the forest for the trees. We are so much in the thick of the doing of the things that we've learned how to do that we cannot pull ourselves to that thousand foot elevation. Somebody else can help us do that, like putting a mirror up in front of us and saying, "This is really who you are." And it's, "Ah, I never saw it that way." Tell me how you have chosen mentors, because I think a lot of people hear the word mentor and they go, "Who's that? Where do I find a mentor?" What was your process?

Brett Snodgrass: Probably mostly referrals is I ask around, I ask some of our own network, I ask you, I ask some other people from Collective Genius as, "Hey, do you guys know of anybody?" And there's different mentors for different seasons of life too. We have business coaches, we have business consultants, coaches that mentor for the business, we talk about processes, strategies, how to

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scale the business. I've had scaling up coaches, I've had EOS coaches. We still have those. I didn't need that during this time, I needed more of a transitional type of coach. Honestly, my mentor was a transition coach at this time, and he transitioned people like this that had been working for a long time. He actually transitioned pastors a lot, so let's take a pastor that was a pastor for 20 years, then they step out into something else.

He was used to people, men in their forties, fifties, or sixties, transitioning into something else, and he really helped me with that. I was telling him how I felt and I was, "I'm really, really stressed out. I don't know what it even feels like to be normal sometimes. I'm always rushed, my mind never stops at all and it's always spinning, even when I'm putting my kids to bed, I'm pretty burned out and I've lost some of the passion for the business." These are some of the thoughts I'm telling him and he just looks at me and he said, "You're done." Okay. Anyways, but that was his first comment, but it wasn't just there, we just walked through that over the several months of, again, figuring out my identity.

Digging into that. Okay, if I'm not this real estate CEO, we got to dig down and figure out who I am. He came up with this identity statement, that I can cling to no matter what, if I'm not anything and I'm just me. That was one process that really I hang on to. That's been one mentor. And so I think that referrals, networks, mastermind groups, some I've paid, some are friends, but there's been all sorts. I hire all sorts of mentors, workout mentors, all sorts of them.

David Phelps: 100% agree. Well in this pathway to your next, the transition that you've been going through for the last

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number of years, and now in the owner's box, reflecting back, Brett, is there any part of this process that you could look back now and say, I could have done it better if I'd only known or done this? Besides looking for advice, for people who are listening today and going, that feels like me. You've given a great pathway, you've been very authentic because I knew you would be, but is there anything looking back that you'd say, you know what I should have... If I probably would've done this I would've been further along the road. Okay. Anything like that?

Brett Snodgrass: I think just like any entrepreneur, right when I stepped out of the business, since I didn't know who I was, I was ready to just jump back into a bunch of stuff. I just say if you're willing to just sit back, give yourself a certain amount of months, could even be a year of just rest time and you might think that I can't ever just do that or just to be still, not saying stop working, but just to spend some time reflecting. There was a study done amongst 90 year olds, and one of the things they wish they would've done was reflected more. We don't reflect a lot. And you talked about reflecting. What could I do, look at my life five years from now, what would I regret? If I'm in the same spot now in five years is that going to suck for me?

These are questions that we should start to ask ourselves, or what's the whole meaning of all of this? Just letting yourself breathe and just to sit back. I wish I would have did that. I started to jump back into stuff right away and then God hit me inside the head and something happened with my personal family. I was like, I just got to just cancel all that and just be here. That was that. But I would just say, allow yourself to rest in that and just take it slow. I think we think we have to just... Creativity and starting something and creating your identity, and if you

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guys take yourself back when you first started your dental practice or whatever business, it takes a lot of time, and it takes a lot of just let yourself be a visionary again and some clarity and be a kid again.

Get that little passion going, get that flowing. Sometimes we lose that and that's exciting. It's exciting to be, oh my gosh, I feel loose, I feel good, I feel restful, I'm not stressed, I don't have an anxiety in my life, I'm not depressed. And this feels interesting, it feels good. And just let yourself be there. And that's where I'm at right now, and I feel myself starting to go over the line of into the anxiety zone, into the stress zone, into the too much zone. I'm like, okay, I got to tweak something because something's a little bit off. I'm just a lot more aware of myself now and I don't want to be where I was at, that's for sure.

David Phelps: Well, Brett, this has really been a great conversation and thank you so much for just sharing your life's journey, the path which is far from over. You'll continue on to explore who you are with your new identity. And I know all the service that you provide certainly to your family first, but certainly with your faith and missions and just serving other people. As you said, it's a great feeling when you find out that whatever skillset you thought you had or trained or educated on, that's not the end. That is never the end game. That's a stepping stone, so use it as stepping stone, but never be afraid to explore, reflect back. As you said so important because life is as exhilarating as you allow it to be. And that's...

Brett Snodgrass: And I just want to hit on this one last thing that I never want to come across as I'm not crazy grateful for the real

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estate and the success, because the success gives us the platform.

David Phelps: It does.

Brett Snodgrass: I wouldn't be on the David Phelps podcast talking to dentist's and business owners if it wasn't for the real estate, so I'm super thankful for that and just want to say that too.

David Phelps: And you do brush and floss daily? I just want to get that out.

Brett Snodgrass: That's right.

David Phelps: Okay. Just checking otherwise I can't let you on the show, I can't put this out. I forgot to check that box to the beginning. Brett Snodgrass, thank you so much. It's always a pleasure. I enjoy our time together, whether it's one-on-one or just in our mastermind group, but you're always one that deserves respect, not because you seek it, but because it's who you are.

Brett Snodgrass: Thanks David. I really appreciate it. And you too, man. Appreciate everything you do. God bless you brother.

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