

The Journey to Free For Life (Part 1) - Dr. Cindy Rider
& Scott Densmore: Ep #481



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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 Community and the Dennis Freedom Blueprint Podcast. Today, we have the pleasure, the luxury, and privilege to have on the show a couple of our Freedom Founders members, Dr. Cindy Rider and Mr. Scott Densmore. We'll get into their story a little bit, but what is so apropos for us doing the podcast today or having the interview today is we just had one of our Freedom Founders' entire community member meetings just this last past weekend.

And Cindy and Scott were one of six of our member couples who achieved, in our ranks, what we call the status of free for life. We'll talk about that, what that means, and really their journey to get there. But first, let me just welcome you, Cindy, and Scott. Thanks for being here today.

Cindy Rider: Hello.

Scott Densmore: It's great to be with you.

David Phelps: Well, it was so fun. I mean, the entire community was with you. I think I see tears come out because, again, we all love to go along vicariously the journeys of others, particularly those who have gone through many of the minefields and the struggles and real life, whether it's real life, it's business, it's dentistry. Scott, we'll talk about your career path, but you

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have kind of a novel, that you have a novel beginning and a coming back together.

And I know, I believe I've got the story right. You originally knew each other, met each other back in the early days when you were growing up by like around 1983, which is, by my take, that's what about 41 years ago. Am I correct?

Cindy Rider: Yeah.

Scott Densmore: Yeah.

David Phelps: But other than being good friends, really good friends, which are separate ways and into your separate lives, Cindy, you went on to dental school and then I think it was your big brother at dental school who was always in oral surgery residency. And that's what kind of moved you to being an oral surgeon, which is obviously leading to what you've done. Scott, you're what I call an engineer, a draftsman, right?

In the automotive business. And you've navigated that career very successfully over many years. What was it that kind of brought you two back together? And how many years after 1983 or how many years after you kind of went your separate ways into your respective career path did you find each other again? How many years was that in time?

Scott Densmore: Yeah, that was just over 20 years. Not quite 20 and a half, but there's about 20 years span of seriously, no contact. During that span, my parents moved out of our hometown. So I wouldn't really come back to town, maybe for a friend's celebration or something. But I didn't have any family left in the city of Jackson, Michigan. So I lived about an hour and a half away. So we didn't have that chance meeting at the Sam's Club or McDonald's or something, right? So it was seriously 20 years of silence.

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David Phelps: And, I believe if I'm correct, Cindy, that you always thought of each other as really, I mean, great friends, even though you had no contact for 20 years and there was a time in your life, Cindy, where it was like, "And whatever happened to Scott?" Something like that, right?

Cindy Rider: Yeah. We actually dated back, you know, we're friends in high school and then started dating and through college and halfway through my dental school. So it was really quite a long time. And then I, Cindy, wanted to be a surgeon and tour the world and do mission trips and all that fun stuff, but basically, I wasn't ready to settle down yet.

So Scott was, so we ended up separating our ways and at that point, I went on, I did my residency in oral surgery and ended up coming back to my hometown. So I live a mile and a half from mom and dad. One of those apples that fall off the tree, they come back and slam on the trunk, which is I'm very grateful for because my parents are still around and they're our only set of parents that are still around at 90 and 91.

But Scott was always my best friend and I was married and got away where it was a tough time in life and for my children's life and I needed a, needed my best friend. So I'm like who is the closest best friend I've ever had? And it was my bear. It was Scott, Scott Poster, Impostor Bear.

And so I looked him up, I Googled his name of course. And how many people have Scott Foster Densmore as their full name? And so I ended up discovering some patent research paper with his name on it. I don't know if it's got to be him. Well, it gave me a way to email this guy, Scott, but it wouldn't tell me the email address.

So I kind of made a riddle. "If you're truly my Scott Foster Densmore I once knew, you'll know who I am. I'm your Cin and you're my bear." So I'm thinking, okay, click send. I think, "Some guy's gonna get this and think some crazy lady is stalking him." But so I just kind of sat back and within a few minutes I got a response.

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“Yes, it's me, Cindy, I know it's you.” I'm like oh goodness, 20 years in between, never heard a thing, didn't know where he was, and now what do we do? I'm like, okay, he needs a best friend. So we connected and became friends again. We had to get to know each other, but it wasn't very hard because we soon discovered that we were very tightly knit together.

He's my soulmate. He's my best friend and always was so we end up dating eventually and we have two sets of kid we call the gang. It's six kids total and they're 17 years in between. And right now the ages go from 18 all the way up to 35. And because of the age difference between them all, they just really get along great. They had big brothers and big sisters and little brothers and little sisters that they never had before.

Scott Densmore: And vice versa, like my two sons didn't have a younger sister, they had an older sister. So the mesh seemed kinda like, “Wow, this is working out pretty well.”

Cindy Rider: Yeah.

David Phelps: And as you came back together again for a period of time, it was really the gang, all of your children, respective children, were the ones who said, “I think y'all just ought to get married,” right? They're just like, “Come on, let's just do this thing.”

Cindy Rider: Yeah, they told us to get married. They're like, “You're always going to be together. Just get married.”

Scott Densmore: It's gonna happen.

Cindy Rider: It's gonna happen.

Scott Densmore: So, in the backyard, we all went and got married.

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Cindy Rider: Yeah, right in our backyard and our kids were at the party and the youngest son, Alaric, he walks me down the aisle and I just remember him saying, he was in junior high. He's like, "Mom, what do we do?" I'm like, "Just make sure mom doesn't trip on her dress." He said to me like a silly guy's, "Oh, come on, mom." I'm like, "Okay, you got this," but it was just a really joyous occasion. And it's just something they'll always remember.

David Phelps: Cindy, as a neural surgeon, you really practiced in most of us would say is a man's world.

I mean, I'm sure in your community, you are the only female surgeon. I think you worked for a few other docs or under them as an associate, and then decide, "You know what, I'm going to do this. I'm gonna build of my own practice." Your family is very business-oriented. They've already got that mindset about how business works. And so they were very supportive of you and I think helped you kind of get the wheels turning to start your practice, which you have been involved in now some 27 years. Correct?

Cindy Rider: Correct. Yeah. Mom and dad, there's three of us girls. I have two older sisters. And pretty much we grew up in the campground business. They were teachers and then they built a couple of campgrounds, a tour company, a printing and mailing company.

Scott Densmore: Build houses.

Cindy Rider: They build houses. Yes. And subdivisions and they're entrepreneurs. they build it up, they settle it, and move on. So they gave me the guidance. They're like, "Okay, Cindy, if you're not happy with what you're in right now, let's come on to the kitchen table. We'll sit there and we'll put a plan together, say we do it, figure out the finances." I knew the space I needed. I knew the instruments I needed for me to work. And I made a plan, business pla, and presented it, well, it got a little help from the dental companies, as far as the cost of it, chairs, equipment, drills, everything.

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I went to the bank, so presented the plan, and took out the biggest loan I thought I would ever take out, which wasn't the biggest, I find out, but signed on the dotted line and just put up my own shingle and started from scratch and I've been in the same place ever since.

David Phelps: Not all families, not all parents, in my estimation of experience, would necessarily be that supportive of particularly a female, not downplaying any female because we know plenty that are just like you.

But I think conventionally, outside of the fact that your family was already very business-oriented, very entrepreneurial, I think, I'm just guessing, that that was part of the impetus that they were right in with you, rather than, "Oh, Cindy, you don't want to do that. You should just, work for somebody." You climbed the ladder far enough, but that's never the way you grew up at all.

Cindy Rider: No, in fact, my parents, because there were no guys in the family, I'm the youngest, so I guess I'll be the tomboy. And they played catch with dad and would go out and plant flowers and trees in the yard and do the yard work with dad.

I mean, a very close-knit family, and my parents always taught us as women, always be able to maintain a career to provide for yourself and provide for at least one other, if not two others. Meaning, provide for a husband or provide for your child or two children or a husband and child, whatever the scenario might be.

They said, "You just never know what's going to happen in life." So that's what they taught us way back when. So working our whole life just seemed like as you continue on in life into adulthood, you just keep working, but you take pride in what you do. Now my parents, they helped me start the business, but dad was the handyman around the office.

So my surgical table, I'm only five foot one. So my surgical tables are at the appropriate size, height, everything for me, probably not for the six-foot-tall

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guy, but for me, it worked out great. And my mother, she is so adept at the business side of it, the bookkeeping, the taxes and so on and so forth.

So until the age of 88, my mother did our bookkeeping taxes. So it's moved on to the CPA level, but it's in the bookkeeper level, but it was a blessing to be able to work with my mom and dad quite a bit.

David Phelps: Absolutely.

Scott Densmore: Her mother actually did a handful of her grandchildren's taxes as well. They would line up. She would make a schedule and have it all over at different times.

Cindy Rider: And go through it. And so they would learn how to do it themselves.

David Phelps: Yeah. Totally amazing. Well, let's fast forward a little bit. And Scott, I'm going to ask you this next question. What were you and Cindy, well, maybe it wasn't you so much, Scott, what was Cindy looking for when she kind of found this thing called Freedom Founders and kind of pulled you over by the neck and said, "Hey, look at this." What was going on?

Scott Densmore: Well, so four years ago or more, I'm pushing, so four years ago, I'd be 56 and she'd be three years older than that. And we're talking, what are we going to do next? When you're done working, I'm done working. What do we do? So for a while, we thought maybe a little business or a little store or something in Jackson, we could work it together.

Cindy Rider: Ice cream store

Scott Densmore: Or something. And I'm like, "Okay, yeah, I'm ready to work." And then she's like, "You know what? I've run our business for over 25 years. That's not what I want to do." So we really were at an impasse, not a terrible impasse, but we didn't really know what the next step other than

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the traditional model, right? Well, we better keep saving because when the W2 stops for me and she stops practicing, the money stops.

So that's what we were about four years ago. Really not clear at all what our last step was going to be, or the next chapter, not really retirement, but what is our next chapter? And so as you see, I alluded to, she got a push from Facebook or something and think the question was, "Do you have enough money to retire on?" Question mark. If not, click the button. Who knows? And then that's kind of where it started.

Cindy Rider: Yeah. But during that, I filled out the little questionnaire and this and that, and then I get the phone call from Alex, you know, Freedom Founders and I'm like, okay, and talked to them, chatted with him quite a bit. He asked questions and it's still a bunch of questions on my side. Like I don't have the answers, I'm curious. And Scott's walking by, "Who is this?"

Scott Densmore: I need to jump in because this is the girl that's going to get caught by a 40-minute video that you need to watch. And at the end, you're going to buy something at discount, shoes, clothes, she's looking at stuff, talking to people. I really, I'm busy. I got stuff to do.

Cindy Rider: So Alex goes, "We need to have David call you." So the next phone call was with you and we chatted about the Freedom Founders and we got an invitation. You invited us to your meeting as a guest and that's really what started the interest, being there at the meeting in person, seeing everybody, meeting people, and being welcomed.

I mean everybody was so down to earth, and they're so willing to give you a smile, give you a little advice, and encourage you, and it was just, it was refreshing. It really was. And by the end of the meeting, we signed up.

Scott Densmore: We did. And back then, David, you would go through with the first day, you would hit the five freedoms quite heavily, the pyramid, and talk about that path.

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And it wasn't the financial path because we know who we're sitting in the room with, right? Very, very astute and very, long-term, professionals. But it was the other four freedoms that really resonated with us because those are the ones that we were trying to figure out how we're going to navigate. Our relationship together we felt was very strong and it's now, to go today, our relationship is even stronger based on what we've learned and what we experienced in our journey in Freedom Founders.

But that first weekend, really, we woke up Saturday morning and she had that look in her eye and I knew something was up. So we were pretty well set. We probably didn't see much of Thursday besides just getting there, but the Friday was the connection, and then the Saturday was, "Okay, we're going to try this."

David Phelps: I think for those who are listening and are not sure what we're talking about when we talk about the five freedoms. So I'll just give a visual because most people are probably listening to us, but we talked about a pyramid with five levels on the pyramid. At the base of the pyramid is financial freedom or financial independence, and that's what we seek all of our lives, right?

First, we go to financial stability where we can earn enough to pay our bills and then maybe improve our lifestyle a little bit, but always wanting to create security for our family. But above the financial freedom, the next level we talk about time freedom, having the freedom of choice of your time Where you expend your time and I think that's something that for most of us that's not a given, certainly at the beginning of our lives, because that's where we have to get out of work.

Unless we're a trust fund baby or inherited a lot of money, we have to actually hit the road, and that's what we've all done. But over time, to get more time, we have to be more expedient about how we allocate our different assets, including ourselves about time. You already mentioned it, relationships, improving, focusing on relationships that are important to us that we don't

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put those off and say, "Well, someday I'll get to that. Someday I'll get to my marriage."

Probably not a good idea if you want to maintain a solid marriage. About that, we talked about health and how important health is, particularly as we all grow older, maybe we've been fortunate having some good genes, good DNA, but eventually, the body cries out for help. And if we've let that go, then all the money in the world, all the time in the world really has no benefit for us.

And the very top of the pyramid is a little bit like Maslow's Hierarchy. It's what we call our next, our purpose, our meaning, our legacy, our impact, right? So giving that visual to people. Let's go to your journey. So you realize that your focus was stewarding your money, your assets, your capital was to be important because that's what was going to open the door to explore the next four freedoms the way you want to, would that be a fair statement?

Cindy Rider: Yes.

David Phelps: So again, we just talked about the fact that you were one of six couples who made the mark for free for life within Freedom Founders. Maybe let's talk about the application process. Tell the audience a little bit what was the application like? Was it revealing? Was it helpful? Was it insightful?

Cindy Rider: Well, according to the application, when we looked at it, there's lots of questions of how are you feeling? How is your spouse feeling about what you're doing? And your spouse is taking the same question here at the same time about how you are feeling and how are you doing things together.

Because it really it's about life together and experiencing everything in life. Your freedom, your family, your relationships, your purpose, even though you're individual person, you're a couple, you do things together. And that's

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really the key. Freedom Founders has really taught us that that's how we can spend our time together.

Time is valuable because we're becoming grandparents in August, which is pretty exciting. And that's the first of many, I'm sure, between the six of the gang. But that's one thing that's really important to us is time. Financial wasn't as important to us. Now that process, the application process did open our eyes quite a bit because it made us go back and rebudget and we budget every year ago because our life changes. Got a couple in college at the university at the same time so that puts a little dent in it. So you learn to massage that budget quite a bit every single year, but it opened our eyes up to what's really important and the financial wasn't the important part. It was do we have enough time to do this? Do we have enough time to spend with our relationships, which is our family mostly? We have elderly parents. We want to enjoy every moment we can because it's a blessing every day. And then we have children of all different, you know, from 18 all the way to 35 and grandkids on the way. So that was important to us as well.

And our purpose, we're still working on that, but I mentioned I love to go on mission trips. I used to do that before children and I can't wait to go back and Scott will be going with me and it'll be quite the new adventure for them too.

David Phelps: What were some of the markers for you two, as a couple, you're doing this, and that's what I love about what we're blessed to be able to do is this isn't a meeting where just the doctor, dentist, or business owner comes, it's where this is done with couples.

So you get to have those conversations many times, not at the same level that you would have had otherwise. The depth, right? The depth, the clarity, the specificity, but what were some of the markers, as you took your journey from starting with Freedom Founders two and a half years ago to last week when you get the achievement of Freedom for Life, what were some of the markers along the way, if you can recall epiphanies, takeaways, oh my gosh,

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look what's happening here, this is a breakthrough here, what were some of those?

Cindy Rider: Epiphany or a clarity of what we want to do as far as passing our legacy down. Legacy, not passing money down, but our knowledge, the knowledge that we have. It's huge over the years and pretty honest really helped us to kind of hone in and massage those thoughts where how can we teach our children because pretty much they're all adults at this point. Different types of young adults and you know a little bit older, but it was important for us to teach them how to respect money, how to manage it, how to invest it. Money is an asset but money, well, buy your freedom, it does buy you freedom, but time it does help with your relationships as well at all levels, whether it's paying for an education for your children or needs that your elderly parents might have the medical needs, it allows you to do that.

So the youngest ones are in college and they're like, "Oh, I want a job that earns a lot of money." Well, that's been changing. We're seeing that's changing even in the younger ones because now they're switching their careers. And one went for business, one want to be a CEO, this and that. He goes, "Mom, Scott, I just, I think I want to become a dentist." And thinking more of dentistry. It's more of to be able to have a family and to be able to spend time with them and have a business because it covers the business part that he was wishing to be an entrepreneur.

So it's neat to see the thought process as they develop, even the older children. We've got them into investing, we're trying to get them into the alternative. That's a process because they're busy with their own lives and their families and their careers. Freedom founders has given us the tools to share with them.

Scott Densmore: I'd like to take the other side where—so the burn rate that the old term burn rate and the money, what is the burn rate per month? So we went through that the first time, "Okay, here's the burn rate. There's the

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paperwork. There's the formula." "Wow. That looks kind of easy. Let's deep dive into this and again and again and again."

And so we finally, for the audience here, the burn rate is how much money you need to live, hopefully, a normal life after taxes. So the whole Freedom Founder numbers based on this income coming in from alternative investing, passive income that could replace your current income. And that burn rate, to me, that's where the clarity started coming out strong.

We finally have found this number that we need to work towards and the financial part that we're going to put together is going to help us get there based on the investment, strategies and the process with free of ours, but to me that burn rate and seeing it down on paper and the number of times that we actually hadn't worked that to feel satisfied that, you know what, we're in a safe place if we hit this number. We didn't cheat the, the formulas, we kind of kept the return on investment down and we added some extra fluff so there was a reason why it was so high.

And not unattainable high, but it was high enough that we think we'll be comfortable with this formula and we hit it last weekend so.

Cindy Rider: And it also gives us the opportunity to dial back too by estimating our expenses will be a little higher and we might change our mind down the road. Maybe we don't want the extra car, the extra house, whatever it may be. We can dial back our expenses and have excess leftover.

David Phelps: Have you ever had a financial advisor planner type person focus with specificity on the burn rate, what it takes to sustain your designed lifestyle?

Cindy Rider: Yes.

David Phelps: Yes. No. Okay.

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Cindy Rider: And it wasn't as detailed. It didn't go in as much depth as we got the encouragement from Freedom Founders to dive in deeper, the deep dive, you call it. It was pretty basic based on, "Okay, well, you're a dentist and he's an engineer. This is your lifestyle. And this will go until sundown." And I'm like, "Oh, well, what's sundown?" They're like, "That's when you die." I'm like, "Oh, okay." Well, they took me out to age 90. I'm like, "Excuse me?" I anticipate I'll live a lot longer than 90 'cause we're very healthy, but you never know. Life can be short. You only live once. But it really was an eye-opener, but it was very vague.

David Phelps: You mentioned the word alternatives kind of versus or in contrast to what we would talk about the traditional financial model, mostly investing through stock brokerage accounts or 401k retirement accounts into Wall Street, right? Stocks, bonds, mutual funds, ETFs, annuities. How difficult was it to kind of wrap your head around think about moving, not all at once, not completely away from financial products, there's nothing wrong with having some of those, but what was it about alternatives as you started to learn what that process looked like? What kind of work did it take? How do you feel today in terms of the proximity meeting, like the closeness of your investments to you with what you get to make decisions on today and alternatives versus what maybe lack of proximity you've had with Wall Street products?

Cindy Rider: I feel that we have more control now. We know exactly where the money is, where we put it, how it's being invested, how it's being used, how long it will be invested in that certain model or project, when the capital comes back to us, how much we will get every single month or quarter, and you can take it on a 12 months span.

We have more clarity about that. We also have diversity and the type of alternative investments. And I think Scott and I really have a lot of different investments. We've got some oil and gas, we've got syndications, we've got funds, for lower-income housing, and we've got funds for storage units, housing.

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Yeah, it's really quite diverse. Some come back in one year, some come back in two, and there's a couple that are five to seven years out. So it gave us a chance to really kind of lay things out for many years. And if we're working, we don't really need that extra money now, but we might need it later on when we stop actively working.

Scott Densmore: But it is unique with Freedom Founders. We meet the operators. We actually have opportunities to go to where the funds are being used, whether it's an apartment building in Indianapolis or something going on in New York City, we were able to go right on-site to understand how some of these operators are working on the ground and in their offices and the back of their offices.

So that's another, just a way of keeping our hands in on it a little bit. So again, instead of getting a portfolio every order in the mail and trying to understand how this is trying to bring this to you, it's a lot more clear to us on what the investments are. It's a pretty process.

David Phelps: The transformations that I'm privileged to get to see with you and so many other couples that have gone through the process is what really gives me the essence of what I do today. I love that process. What would you say, if I ask you, what if there had been no Freedom Founders, where do you think you would be today?

Obviously, you'd be fine. You have respect to your income, but what would be different in terms of your mindset or your lookout ahead to, and we said earlier, like what's next? Would that be distorted? Would that be changed? Would that be a little bit still amorphous, unknown?

Cindy Rider: I'm going to say unknown at this point, hopefully not unknown, but you know, it would be on the same tracks, we'd be searching what would be our next, what can we do next, what can we do once we finish actively working, what do we do with our money? Do we just sit and let it grow, and Freedom Founders' just really amazing.

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Open up so many different opportunities for us on different scales. And it just, it's wonderful. It really is, David. It's just wonderful to have these choices of different type of investments to learn about it. I mean, the more you learn, you just get so excited. You just want to just, you learn more and it's like you're going back to school.

Scott Densmore: I agree with everything she's saying. And for me, that being in a business family or entrepreneurial type of situation, W2 guy for four decades now on JT all over again, on the job, let's learn on the job. Let's keep going. And so I kind of lean on her a little bit for entrepreneurial understanding and together, we kind of have this unique numbers and knowledge put together and it's so far it's working out great.

I will say that the legacy thing, I've always thought I had an eye on the legacy and had an eye on things, but seriously, the clarity and the clarity cards, the deck is over here. Every once in a while, we flip them out to the kids. Say, "Can you answer this question?" I'll answer it too. What else? So for me, my legacy is property up north, Northern Michigan, that my parents said that my younger brother and I bought the rest of the clan out and I'm going to put everything I can into this property up north with two cabins to be in my kid's legacy and there on that. So in 2037, the property will be in our family for a hundred years.

So it's not that far away. And it's really, we talk about clarity all the time, but the clarity I see in that type of legacy for my side of the family is pretty cool. And Cindy, she's working on hers and together we talked to her younger children and it's fun to talk about the future with them. And it's fun to talk about future with us now, as opposed to just question mark, question mark, question mark.

Cindy Rider: Yeah, I do think that with Olivia, the two youngest ones, they're in college, but they're here, they're home every week. And two—was their fifth meeting and they would hear us, our conversation.

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You don't think they're listening, but they are. They ask questions all the time. Well, now they're going to go to do diligence trips with us. They're both going to go and it's exciting because they want to learn, "Teach me Freedom Founders." I'm like, "Well, it's not just Freedom Founders, it's about process. There's lots of education." Well, we'd want to learn it. We've been listening to this for years now, every Tuesday night," so, and that's really cool.

David Phelps: It is cool. We talked about the fact that our kids, no matter what age they are, whether they're very, very young or as yours have migrated into adulthood, they're always listening.

They're always watching whether we're directly intentional about what we want them to see or hear, they're there. Their ears, their eyes, they're open. And I think it's very important that. We try to be the best role models in so many different aspects of our lives. And you're certainly alluding to that, your young ones wanting to go on due diligence trips with you and really interested in the conversations.

That truly is, I think, the best way to hand down legacy is given the tools, the resources, the knowledge base, the curiosity, right? To figure things out because that's what life is, figuring it out. Well, let me leave you with one last question then, since we're talking about legacy, what advice would you give to younger people today? I mean, it could be to your kids or your younger kids, or it could just be in general. What would you tell younger people today?

Cindy Rider: Well, this is what we say to our kids. Yeah, out of every dollar that you make, say 20 cents, that's 20 percent and that's usually impossible for most people, but they've grown up with that mindset.

So if you ask him now, what's the percentage, well, what's the percentage, not spend after tax? Well, 20%. Okay. They still think that way and if they don't achieve it, that's fine. But on top of that, we're talking about different buckets too. So you want to learn about the different buckets you can put your money into and how does that bucket grow?

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They're not accredited investors and they're young, but they can still learn and there's different ways that they can invest. So it's really up to us to help guide them, give them the tools, teach them what we know and Scott said, they are always listening. Yeah. And you said they're always aware. I was watching, I was listening and they're learning more than we know.

David Phelps: Scott, anything you want to add to that in terms of advice for young people?

Scott Densmore: Yeah. I mean, so we'll just use her son as an example. He's a younger guy, 20 years old, and everything needs to come quick. We keep telling them, "If you get some type of degree, because at some point you're going to need to start a career and start making money, so you can have some of these things, this financial freedom." There's an aspect of why you need some type of career to feed this hunger that you have. It's not going to come free. It's not going to come easy. And so I've always kind of said that to my kids too,

"If you get your degree, your entry-level wages are going to be here or down here. Do you want to be always fighting the crowd? Do you want to be a little bit ahead of the game? So, to me, it starts with the financial thing, and then if you're smart about your finances, early saving and maybe even some smaller investments—

Cindy Rider: You won't have to work as hard. There's also another thing too that, life is short, you only get one life to live and we don't want them to think you have to work so, so hard your whole life. Yes, you have to work hard, get that initial income to be able to do something with that, and let the income grow and work for you.

So at some point in your life, you can do a second career, do something that you want to do. Like I mentioned, maybe an ice cream store and talk to myself out of it too. But, you want to enjoy life as well. You can't always work so hard, but it's not all about money. It's really about your family, your life,

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your love, your spouse, your joy, and giving back. I mean, whether it's your church or your mission trips or whatever you want to do, you have to get back to the society that has given so much to you.

David Phelps: Well, really saves advice from two people who I very much respect and admire for what you represent to your family, to your communities, so good, and to Freedom Founders as well as leaders within our tribe. So, Cindy Ryder, Scott Densmore, it's been truly a pleasure and I can't wait to see what's next for you too.

Cindy Rider: Thank you so much, David.

Scott Densmore: Thanks, David. It's great to talk to you.

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