

The Principles and Filters That Guide Successful Practice Transitions – Drs. Ed and Lisa Wentz: Ep #568

Guests: Drs. Ed and Lisa Wentz



Drs. Ed and Lisa Wentz:

We made a filter, what's best for our family, what's best for our team, what's best for our son. And we did that as a couple. We've been pretty aligned as a couple, even though we each have different gifts. And that filter really helped with the process. We were aligned. Our kids understood the why. And I still have a copy of that filter right by my sink. So every time something comes up, I pull that out and look at it.

Dr. David Phelps:

Decades ago, I hustled to grow my dental practice and real estate empire. Society patted me on the back and every new deal and patient reinforced the success they said I had. Then my daughter Jenna was diagnosed with leukemia. Nine years, several intense chemo treatments and years of epileptic seizures, my daughter was given one more miracle, a life-saving liver transplant.

In that hospital, I realized I wasn't successful. I had money, I had real estate assets and a business, but the only thing that mattered was time with my daughter. In that hospital room, I

decided to sell my business, leave active income and sustain my lifestyle with my real estate assets. Now, Jenna is healthy and all grown up and me, I am teaching others to do what I did. And I continue to uncover the principles, strategies and lessons we can apply in business and investing to create ultimate freedom for what matters most to each of us. Welcome to the Freedom Founders podcast. What does it look like when a couple approaches life, business, and retirement, not with formulas or tactics, but with faith and a shared filter? In today's episode, I sit down with two incredible Freedom Founders members, Dr.

Ed Wentz, founder of a 10-practice orthodontic group, and Dr. Lisa Wentz, a powerhouse solo practitioner, as they open up about their unique transitions out of practice and how they kept their marriage, family, and staff at the heart of it all. Whether you're a couple navigating wealth decisions, a high achiever questioning your next, or a leader wondering how to leave a legacy while keeping freedom and purpose intact, this conversation is for you. Ed and Lisa share how they developed a guiding decision-making framework, leveraged the blueprint weekend, and leaned into alignment over perfection.

The walk away not just with wisdom, but actionable takeaways to apply in your own journey. Let's get to it. And Lisa, it's always a pleasure to have a conversation with you too. It's been so much fun to really spend time with you and get to know you.

We had a ■ big time on the river rafting trip just a few months ago too, which was a different element, but that was a blast as well. What I want to talk to you today about is really the journey that I get to see. And I know you get to see it too, being a part of Freedom Founders, but you do the same thing in your own lives with your family and... ■ staff people that you've worked with or younger doctors and associates.

The opportunity we have not to tell people what to do, because I would never do that, but sometimes just to give permission, I guess is a way to put permission to other doctors and really couples, because we talk about doing this as a couples, a couples journey is life. Giving them permission to have the kind of conversations that most of us. put myself in the same room. I sometimes don't have because we don't know where to go.

We feel like we should be better than that or something. I don't know what it is, right? There's this kind of this guilt thing like we should have all this together. And of course, none of us have everything together or it's always a journey.

So I just want to go kind of back to, you we'll go back in time a little bit, but first I just want to acknowledge the fact that, you know, by the standards or criteria of Freedom Founders, you both are free for life. our members know what that's about. We don't have to dig into that, but you know, that's a milestone within Freedom Founders. Certainly one marker, but you have many in your own lives.

I kind of want to know before we jump in, what was life like for you two before you found Freedom Founders? Obviously, highly successful with your family, your business, reputation in the community, all that high, high shelf. But what was it like in terms of where you were in terms of other challenges or uncertainties, even though you had reached an echelon of super achievement in life, what would you say that would look like for you back then?

Drs. Ed and Lisa Wentz:

Well, before we joined Freedom Founders, we both were still practicing. Ed had started his practice, but we were just working, you know, and living life, not really being accountable to anything, but just enjoying the journey and then realizing what's our next going to be. And so

that was a big prompting because we didn't have that next. ■ so Freedom Founders did allow us that opportunity to explore a lot of things that basically, especially Ed was looking for. Yeah, we've always had consultants come into the practice and that's always been such a benefit. know, if it's like a dental concern you had or health concern, you know, just different people, different mentors that we've had. In some of the books that you had written, some of the podcasts I've listened to were all the different questions that I was Wondering about, you we talked about what's your next. You talked about this.

Is your retirement really? Is it really there? Is it really good? What are you doing for the next generation?

And those are those are things that have always been important to Lisa and I. And just the ability to to compress time to not have to reinvent the wheel. I just felt ■ a real. It was just a real closeness of.

what you were saying and where your heart was on these things. So it was really fun. We, David, we have been so thankful to enjoy the journey. So it's never been like an end goal. It's just what is the next, you know, and we're in silence. This really helped give us another leap into a future of excitement and just realizing that things that are important to us are the same things that are to a lot of the people. And so it's just been a good journey with others that are like-minded. and have those to share with others that have been through those journeys already.

And just to help you along your path in the humility of a lot of these just great docs with great practices or great people, just to help you along. it's been a neat experience for us.

Dr. David Phelps:

Ed, you've had ■ some time as you've been transitioning out and I think you are almost to a final juncture coming this spring, right? But you had a formula transition out. So you sold, but then you've had time to stay involved in the practice and little by little, I guess you've been backing yourself out, reducing involvement, reducing time. Lisa, you on the other hand. ■ didn't really stay on, didn't have any training, it was pretty much cut and dry. Just comparing those two roadmaps, and neither one are right or wrong, there could be, there's pros and cons to everything, but how do you both see that? Ed, for you, has it been a benefit to have this time where you knew the practice is sold, but you didn't have to get up and walk out the next day? Versus Lisa, hers was more that way. It's like, sell the practice and no real transition time.

Drs. Ed and Lisa Wentz:

I'll let Lisa go first on hers and then ours was kind of a journey and Lisa and I come put together a filter for my practice but so I'll let Lisa go on that. I think the transitions for each of us were perfect our personalities are so different there's a reason that I was solo practice for all these years I don't tend to work well with others and I just knew about

Dr. David Phelps:

You're not speaking about anybody here, are you?

Drs. Ed and Lisa Wentz:

You know, I'm just saying, and everybody, you know, it's important to know your weaknesses. And so I was fortunate enough to partner with Dylan Everett, and he was gracious enough to allow my transition exactly the way that was best for my team, which was very, very important, my staff. And so that was a great transition. I'm going to speak just a little bit to Ed and I'll let him visit.

But Ed's was more of a journey because his was more of a machine. I mean, he had 10 practices and a lot of responsibility. I had to staff a 10. He had to staff a 70.

I mean, it's just that there were apples and oranges. So his responsibility level was so much greater than mine. As a couple, we did it. We made a filter.

What's best for our family? What's best for our team? What's best for our son? Because he's an orthodontist as well.

During his transition, we just filled up every thing to that. And we did that as a couple so that he would be able to fulfill his. I've been pretty aligned as a couple, even though we each have different gifts. That filter really helped with the process.

I never had the intention to sell. I was just going to go kind of the traditional way. And I was happy in what we were doing. Well, I mean, I was working two, maybe three days a week. But we had other, other. Great docs and teammates to help shoulder the load. We were open nearly six days a week, but not everybody had to work that. So everybody I felt had a nice quality of life.

And so the practice was fun. And I went in to dance, thinking I'd probably want to retire at 40 or 45. And then when it came time to retire, I mean, I enjoyed it. And so it was, it was a tricky decision and it wasn't one that came easy.

We did not shop out, you know, this opportunity that, that presented, had several opportunities come through, just never do that. But, but I know the person that put this together. In fact, another study club, we were in another group of like-minded docs and he had a lot of integrity and he was very, very progressive. And a great operator.

And so when he asked with this filter, that's how we made our decision. And it was almost supernatural. Yeah, it was unbelievable. We just prayed that certain doors would open and certain doors would close and that would make our decision.

So looking back, you know, there's always a tendency to question. We feel good about that decision. The people, the team was taking care of the family's take care. And our son had options.

Yeah. And David, I will say that was a very, you know, spiritually growing together in our faith, that whole process. You know, when you start looking at changing your lifestyle, not lifestyle, your livelihood, the beautiful thing is that we involved our kids in the whole transition. So they walked through that with us with our filter.

They knew our why we were aligned. Our kids understood the why. So there were so many added benefits to that. And I still have a copy of that filter right by my sink because I'm not saying it's been 100%.

You know, there's work robots search on something comes up, I pull that out and look at it, especially now with his transition. You know, it's just that has been faithful from the beginning. He will fulfill it all the way through and things that we don't understand. He's still he has still been his hands down that the whole time, even with where he is in May.

And last week, we talked to the guy about giving notice and all those things, things that we didn't feel were possible because of. Past experiences we've heard with the way they've dealt

with other. They've been so gracious to us. So it's just been.

Yeah, not necessarily this. Yeah, I heard of different. Just listen. But that's that's one of the reasons we aligned with the group we did is is just who they are.

And it's a it's a it's an orthodontic run company. And what they're doing, I feel is pretty amazing. It was tricky enough for me with my little part. but what they're doing on a grander scale is amazing.

And it's been a lot of thanks in that. But I think our transitions were definitely aligned with our personalities.

Dr. David Phelps:

Well, we'll talk about that in a minute, because I wanna go into that a little bit more, but before we do, when you're speaking about the filter that you have by your bed, is that something you did singularly or in conjunction with Ed, did you put that together? Together, okay.

Drs. Ed and Lisa Wentz:

We did it together. We've we've done this whole thing together where the information about my practice or his, we all.

Dr. David Phelps:

And that filter, without going into great detail, has what kind of categories on that filter, just so people can understand what was important to you.

Drs. Ed and Lisa Wentz:

Well, family first, our son, because he was an orthodontist, but he was still in school, so we consulted him. And then our team. If our team was taken care of, which was the biggest impetus to try and disseminate as responsibility, everything, whether it was timing or benefits or salaries or stock or whatever, I mean, that was our filter. so...

Yeah, and the tricky part was that this decision... is going to have a ripple effect on so many people. what I, you know, freedom has always been really important to me. So I wanted my teammates to have freedom.

If they wanted to come, they could. If they didn't want, that's okay too. And, ■ yeah, but it is pretty neat opportunity if they chose to take it, but it would have been nice for them if, they went the other way. And I think They're happy that they did it.

They're thriving. A good bunch of guys that I get to work with and girls, so. Thank you.

Dr. David Phelps:

So it sounds like your filter, at least what you talked about a moment ago, put a lot of people on that card, on that filter first. Which is who you are, I know.

Drs. Ed and Lisa Wentz:

Which, It was all people.

Dr. David Phelps:

So, what did you save anything? What did you save for yourselves? Like individually or together as a couple who were going through this transition? Did you have anything that was important to you?

Or was everything pretty much, if all these other people are taken care of, we're good because financially you're good and you don't have to worry about, where did you stand on that?

Drs. Ed and Lisa Wentz:

We together, Ed knows the EBITDA, blah, blah, all those formulas and stuff. so that's not my jam, but he had come up with a number and we agreed on a number that basically said, you know what, if we start talking to these people and this is our number, then we'll continue conversations. In the first conversation, it wasn't, it wasn't our number. And so we just, thanks, but no thanks.

And I mean, it wasn't what a week or so later, they call back and it was exactly the number. that we said, if this is the number, then we'll start conversations. And so we had an LOI and it involved cash upfront, stock, go ahead. Yeah.

So not getting too much in the weeds. was even better than expected. And yeah. The doors kept opening and opening abundantly more than what we could have asked for.

So.

Dr. David Phelps:

I just wanted to flesh that out, but I really appreciate the fact that you looked at making sure other people that you care about, care about today, are worth taking care of. And then you still had to have a piece for yourself. There had to be some number, some objective number or terms or something that you said, this has to align with us because, you you're the ones that have shepherded your lives and everything you've done. So, okay, well, that's good.

Just a side, I have a long time mentor many, many years ago, decades ago, who, similar to your filter, he kept a little card in his wallet, which was his filter or he called it his goal sheet. And really, I call it today, you what are your non-negotiables? What will you absolutely not sacrifice to do whatever you're do, right? And that's what you did.

Here's our non-negotiables. It's not a big long list. It's usually pretty tight. And he had the same thing.

And he said, just as you did, Lisa, he said, whenever there was a decision to be made, something was brought to him or he to make a decision, he would pull that out and look at it and say, does this decision, if I make this decision this way, does that align with my goal sheet? If it didn't, you rejected it. Exactly what you just said. It's like, if it doesn't align, then nope, we're not gonna do it.

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Don't transition alone. That's [freedomfounders.com slash exit-ready dentist](https://freedomfounders.com/slash-exit-ready-dentist). Ed, you said that early on in your career, thought, yeah, I'm do this till I'm about 45 and then I'm gonna be out of here. ■ So interesting, you say that you were enjoying the ride and we've heard that a lot in Freedom Founders recently, have we not?

Those who thought, well, there's a certain date, certain time when I should just be out of here. I should be done, I should be retired because I don't know, the world says that by a certain age you should be done. And we've got a number of people who saying, actually I'm having my best years because I'm happy and I've got the best team and I'm not laden with debt. I don't have to do all this insurance stuff anymore and whatever it is, it's like, why would you stop that when you're in the prime of enjoying your life, right?

And I think that's, 45, you were certainly in a prime part of your life there, which you could have exited, but then what do you go do, right?

Drs. Ed and Lisa Wentz:

Yeah. One more person that or group that sometimes is ■ omitted from that formula is I want to make sure that they got a good deal, so to speak. And I wanted to make sure our practice did better than they had anticipated. And so we worked hard.

didn't just like, all right, we tried to hang in there. and be a part of that ■ is more of a team sport than an individual sport. And I don't think people that decide to go in that direction and then just turn everything off or being true to the group. So anyway, I think it's been a benefit for everyone.

Dr. David Phelps:

So, Lisa, you were talking earlier about, you the personality differences and you're a very detailed person and that's why you said you want to work solo because you want the control factor, right? Is that what happens in your family, Like in my family, do you know when to just like turn on the white flag and go, it's good?

Drs. Ed and Lisa Wentz:

He improves everything, but all the internal stuff.

Dr. David Phelps:

But you know not to be too hard on the approval on certain things, right? Ed, you're like the big picture, big vision, which kind of makes sense. You had 70 employees and 10 practices, right? And that's oftentimes, I think, when we look at our partners, we marry the opposite in many of our traits.

That's what puts us together because we admire the qualities of the other person that we don't have. I wish I could be like that person. I'll just marry that person. speaker-2 You ■

Dr. David Phelps:

Instead of changing, I'll just marry them and then they'll compliment me. I guess that's how we do it, right? ■ So it tends to work out usually pretty well, but there's still some compromise in the middle that has to happen. So interesting how that worked out.

■ In your years, in your respective careers, your respective practices, ■ did you talk about the business aspects, the operations, the culture, the people? you, totally different, right? Lisa, you've got yours. Still, mean, 10 staff members, that's not, that's no small game you're playing there at all.

know, I know. Ed, you 70, I mean, how much you mix and match or was there just kind of siloed and go, I know what you do, it's not my game, so I don't wanna go there or how did it work out for you guys?

Drs. Ed and Lisa Wentz:

You know, we had a deal with our family where we would have Proverbs in the morning and then in the evening we'd always eat a meal together, no TV, and we'd let everybody go around and talk about their day. so the kids, you know, Sally didn't like me, Susie said that we'd try to talk about it and see different things. We would, a lot of some things were private that we visit about together, but other things, ■ I thought it would be good opportunity for the kids. just to go through some of the different scenarios.

And we go through there, so we get some great ideas from the kids on how I handle different things. So it is good. It's very interesting, though. We talked about each other's practice all the time.

And the fact that they were so different was good. He's such a visionary. Even with my practice, he would say, you could, you could. And I said, just because I can doesn't mean I should.

You know, I don't. I can't even fathom what he has done. It's scared me a lot of times, honestly, but he knows what he's doing. And so I could support that.

And it was fun because it was so different. Yeah. And it's not what I have done, but I've got a great team and I know that I have to have that kind of ■ person and support to make things go, because I'm not very good at execution. One of the best books.

that I read and I think you recommended it was Dan Kennedy's who not how. I'm just like, yes, that's so good.

Dr. David Phelps:

That was the other Dan Sullivan.

Drs. Ed and Lisa Wentz:

Yeah, that was OK. That was a great one. And so I feel thankful for a lot of those things. He's been so good though about surrounding himself with people to be his who you know I'm his who at home and I was the who to a point in the office, but he's had key people that were experts after in their particular areas and all these practices that he could trust, you know, and he's identified those people.

So it's allowed him to extend himself through his culture in this people.

Dr. David Phelps:

Well, I'm just gonna grab that because that's a big factor for us. And the more that we wanna control things because we want things to be done right. And more so than probably myself and Lisa, because I'm probably little bit more like Lisa. I wanna kind of keep things tight. I wanna keep my finger on everything. It's not that I don't trust people. I know Lisa's the same way, but we know in life, unfortunately, people from time to time will let us down in different ways, different levels of that. And I'm sure that happened to you.

didn't just magically assemble over the years, 70 people and just, they were all great. How did you deal with, I guess two questions. How did you deal with the situation when someone did let you down at whatever level it might be? And then what did you use as your guide for that trust with people?

I know that you're both hugely people of faith. So you let your faith drive, but give us some insights on how you feel like you went through your life dealing with people in the way that you've had to.

Drs. Ed and Lisa Wentz:

Okay, so one of the things that I think is really important is the culture of the practice. And so I put it on a little slideshow, you know, this is the red area, this is not acceptable, this is the yellow and then we visit with somebody and say, hey, how come this didn't happen? And if they say, I didn't know that's how we were supposed to do it, then you get them from yellow to green. But if they say, I'm not doing that.

Well, this is is kind of the framework that we agreed to run our office and if not doing that, you know there are other opportunities out there. But that's that's not going to be coincident with our with our culture and.

Dr. David Phelps:

you pretty good about defining, I guess, the red line when someone had gone across the line or too many times, were you the one that would say, okay, I'm gonna free this person up? Did you do that? Or how quickly were you able to do that? Or like for me, it's really hard.

I'm not saying it's easy for anybody, but how did you deal with that?

Drs. Ed and Lisa Wentz:

Okay, I'm not the best at it, but I know that's what I have to do and I don't want it to if I sometimes I might need some time to go home to think about it now say hey And I don't know why these problems usually pop up at about 430 when all the kids bring it. You know, yeah, you know Susie comes in she's proud of us. All right, Susie Let's talk about this tomorrow. So I

write down and then then we'd schedule a time.

But if I had some time boom try to hit it right then. It works on my heart sometimes when those things happen. David, early on. Oh yeah, I knew you were going to tell us.

This is worth sharing. Early on when we were just starting, I mean, we were sharing a 1,400 square foot office space, both of us, early on. And one of these three employees, super sweet girl, but just was not going to cut it. And so they had this long conversation.

I knew it was happening. And I think somebody else in the office knew it. And when she walked out and they said, well, how did it go? How was your conversation with Dr.

Gwinn? She goes, well, it was OK. She said, I'm not sure. Not sure if I still have a job.

He had left and she didn't get it. It's hard. know, know, did you take care of it? Yeah.

speaker-2 Yeah, take care.

Dr. David Phelps:

She walked out and said, hey, yeah, I got a raise. Yeah, I think I've had those conversations too. I thought I did a great job and then it's like, well, actually, Candice tells me sometimes that, like, you just need to say what's on your mind. I thought I did.

Apparently I'm trying to soft shoe it too much. That's so good, that's so good. speaker-2 Yeah. Yep.

Dr. David Phelps:

Dentists don't burn out from dentistry. They burn out from carrying a life that feels heavier every single year, while pretending everything's fine. If you're exhausted from being the solution to everyone's problems, if your marriage feels the stress, you won't admit. If you're terrified of waking up five years from now in the exact same place, then hear me.

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Again, that's BLUEPRINT to 9722036960. Let's talk a little bit about about blueprint weekend.

For me, that's a highlight. I love blueprint weekends because it's just where I feel like we have the opportunity to get real and really dig down.

What came out of your blueprint weekend that was helpful to you and the next steps that you took post blueprint weekend?

Drs. Ed and Lisa Wentz:

So first of all, with Blueprint Weekend, I was kind of wondering about this, you know, I submit. Because usually when we go for like a Blueprint, ■ I don't know about Blueprint, but maybe some financial stuff, they go like, OK, so let's see your stuff. OK, you need to do this over here, move that over here and do this. And this is why.

OK, great. All right, feel good. Let's go. This was going to be a Blueprint where we shared with other people.

And thought, OK, that'll be great. You know, maybe. But we were just it was it was an awesome it was an awesome experience to to be able to to to not only have experts in the room on different things, but to have different people that went through those things. So it was it was it was really good.

We were having to read restructure at that time because after the sale, We gifted quite a bit to our children and to another gifting type fund. And so we had to restructure a lot of things. Most of the income producing stuff went to the kids. So it was eye-opening as far as that was concerned.

Just restructuring and what kind of need to be done. Have somebody look ahead and see this is kind of what's happening in our country, in the financial world, and maybe move to higher ground was a word. that I kept hearing. so also I like the stories on some of these businesses that might take off or this, you know, stuff like that.

And this was going to be more of a just income type thing. And so we had to kind of change our focus a little bit. You know, I think that we shared in our initial conversation, I was not initially in favor of us joining and ■ I didn't understand the why behind it. because he had already sold, we had already transitioned.

in my opinion, had already accomplished what I thought we would have gained through Freedom Founders. But being that said, ■ after our blueprint day, I had to do all the numbers stuff or whatever, and it made me get into it, which again, I acquiesced or encouraged him to join based on the education, because he was looking for a source for education. He loves to learn. I'm okay with being where I am.

don't need to learn anything else. could always learn, that doesn't drive me. He's got to be stimulated. So I thought, shoot, it's a lot of money to be stimulated, but man, this looks like it's where he needs to be.

And so we joined based on that only. But after Blueprint, ■ it made me realize, number one, ■ it is a partnership. You cannot assume when you join this group that your husband's going to do it all. I mean, that's not the point of it.

And also, You can learn a lot and you need to learn a lot. Something happened to him. mean, what do I know? You know, and vice versa.

So now we've got stuff on paper and it's really forced ourselves to make goals like year end goals and things like that. I love it because I'm a to do task person and I was going to fill that out. I told him I've already accomplished my to do list. He said, well, no, I've got your to do list. I oh, no, I changed it with. Yeah, but but I like seeing progress that way. And so the blueprint kind of put it all on paper. It made us realize where we were, where we needed to work on, and most importantly, work together to work on our next Y.

know, because our Y has always been, most of it still is family and faith and those things.

When you run this race, where do you go from here? So, I thought it was real good to be congruent together in our path. I felt it was important that she has some buying, or at least just take.

take a look at it because we've been on this journey for a long time. And so where do we want to go from here? Some of the things are, you know, planned out for you to get through school, raise your kids, work on your practice. But now, now the the boundaries are getting a little a little dusty.

And a lot of people say, well, you have to retire. And you think, well, what are you doing playing golf all day? I mean, maybe that's great for you. Or hunting all day. but what's your purpose, where are we going? And to be on that together, to be on that journey together, ■ just felt would be real important. And the blueprint was a great, great start to get that kind of kicked off.

Dr. David Phelps:

What do you think new members underestimate about the journey? The journey that you found through Freedom Founders and others, you'll find their journey, everybody's journey is different, but what do you think new members might underestimate about the journey when they are first looking at or first coming in?

Drs. Ed and Lisa Wentz:

that they might underestimate about their journey. It's more than financial. A lot of people, guess, you know, we just kind of been bought into the story about you work hard, you save, and when you have enough, then you can retire. Like, that's the goal.

I like the triangle you have with the different kind of like a Maslow's hierarchy of need and, you know, purposes at the top. Financial is just a baseline, just a starting point. And then to ask, yourself and your spouse, well, why do you want this ■ level or this area or what's the purpose of that? Talking about health, talking about time, talking about freedom.

Are there things that your practice is keeping you from trying to balance things in a way that you'd like to enjoy that journey? And that journey is so, so quick. I thought it was really good to do it together.

Dr. David Phelps:

■ If a couple is entering Freedom Founders and they feel some misalignment, they feel overwhelmed, they're unsure where to start, what would be your advice or your directive to them?

Drs. Ed and Lisa Wentz:

We discussed that because that was me. Yeah. And as I told that earlier, put your big girl panties on and get after it. You got to.

mean, you do it now on your own terms or you're going to get so far down the path that you're going to wish you started sooner. And you just got to start one step at a time. My new motto is progress over perfection. And as long as you're working together towards getting things done, you know, be thankful.

Don't beat yourself up. ■ because you're not, going to be overwhelmed. You just take it one little bit at a time. And that's been encouraging for us.

Dr. David Phelps:

What do you hope that your kind of story that you're communicating today in our short conversation, what do you hope that your story would provide for other members and freedom founders, other couples? I mean, you kind of alluded to a little bit about the journey, but what

would you tell, again, kind of in general, younger couples that are exuberant about life and their families are younger? than ours are today, but they're looking ahead at life, what would you tell them? Hope that your story would empower them to look at and maybe add to their ability to be aligned in their purpose and their livelihood.

Drs. Ed and Lisa Wentz:

I think it's a great tribe to uncover a lot of things that you have not addressed during your previous journey. think there's a lot of opportunity to glean good things, mistakes not to make from other members. Everybody in this group is very vulnerable and open and transparent. You can learn a lot, but you've got to make, you've got to do it.

I mean, there's, there's resources, not just through the portal or whatever for academic purposes, people like We would love people call us. We can tell them what not to do on a lot of things, you know, encourage them to do other things, but it's just a wealth of relationships that are open to you to take advantage of. And you're going to find people that are in same boat. You're going to find people that you can mentor to, so to speak, or you're going to find people that have been there, done that and pick their brains.

And so there's just a lot of opportunity to grow, to grow together as a couple, to make the journey even better. And the sooner you get aligned, and realize some of these things that if you get those in place, the rest of it is a lot easier.

Dr. David Phelps:

Well, the two of you have been doing this your whole life. I know that I haven't known you for your whole life, obviously, but I just know your story. And you talked about early on as just having different mentors and coaches coming to the practice and everything in your life. We know that we have to invest in ourselves and we do that through what we learn.

We do that to other people, as you said, Lisa, who have been down a path that we want to go down, at least learn from them what to do, maybe what not to do many times is also a big benefit. So you've really lived your lives with that in mind. Just reflecting back on where we started this conversation a little while ago is you are both so servant-hearted and that's been, I think, a key driver in your lives that you've always looked at, you know, how are you serving, starting, you know, well, with your faith, country, but your family, then your practices and the staff and the patients, that's been your lens your whole life. And I'm not saying that you don't look at the other aspects of being financially prudent about what you do.

Obviously you did that, but It's kind of like the rest takes care of itself if you just have that filter that you developed together. And I think if young couples could do that, develop their filter, it's gonna change and modify a little bit over the time, right? It's gonna, as you go, but having something you can look at together and say, well, we talked about this, does this decision fit with what we talked about? If it doesn't, then do we need to revamp our filter or do we decide together this is not what we're gonna do?

Drs. Ed and Lisa Wentz:

If you're not working for a higher purpose, a bigger purpose, you're not going to get the fulfillment. And at the end of the day, why are you doing what you do? You know, if it's not to honor the Lord and honor others, the rest of it, as you said, comes as a result of that. Yeah, I

can remember I read a lot of books kind of growing up, you know, one of almost cover, you know, begin with the end in mind, and then I'd always get that.
OK, I'll think about that later. Okay, so let me just read the rest, you know, because...

Dr. David Phelps:

Because you're the visionary, you're the guy. Just go do it.

Drs. Ed and Lisa Wentz:

That's true data.

Dr. David Phelps:

Ready fire aim. So good, so good. Well, at least it's always a pleasure. Really enjoy our conversations and enjoyed our time with you.

And I know our other members enjoy being around you as well. Thanks for contributing just your story and what your journey to so many other people.

Drs. Ed and Lisa Wentz:

Thank for the opportunity. Yeah, and I appreciate you pouring into everybody in the group and then that culture reflected back by lot of the team members. We're thankful for friendships that were made and people would feel we can just pick up the phone and ask a question. So thank you so much for doing that.

Thanks for your leadership, David.

Dr. David Phelps:

Thank you both. Lisa talked about having filters that she used in determining what decisions that she would make, what she would say yes to and what she would say no to. I think filters of some sort are very, important for individuals and for couples. I term those filters as what are your negotiables?

That is things that you would give up or sacrifice in life to have something else that is more important. And what are your non-negotiables? Non-negotiables are what you absolutely will not give up for any price to achieve and maintain your autonomy. So once you determine you have your list of what absolutely you will not give up, do that as an individual and then merge that with your spouse, your significant other and see where they cross over.

There's probably gonna be some things that obviously are gonna be the same. So you can definitely put a big circle around those, things that you absolutely will not give up or sacrifice for anything. And then there'll be some things that each of you have of your own and you'll have to look at those together and, and assist each other with how you can, again, merge your lives together to maintain those filters. Once you have the filters of the non-negotiables, then everything else is negotiable.

And so then you could decide if you can add some things on. If you wanna add something on to your list of whatever it is might be in life, materialism, experiences, life, cutting back on your practice, whatever it might be, then you just look and say, well, will any of these decisions affect my non-negotiables? If they won't, then it's choice that you and or your spouse can

make together and say, well, we can do that. We'll choose to do that.

If it will affect your non-negotiables, then you probably gonna draw a line and say, then we won't do it. Makes life a lot easier when you have some rules that you have come up with yourself and the filter is a sort of a rule that you can follow in your own life to make those decisions a lot easier to make. and Lisa also talked about how much of a... revelation they had coming to the Blueprint Weekend, the weekend that we do for all our new members.

And the great part about what we're able to do is we work with couples. Now doesn't mean that couples have to be involved with everything we do in Freedom Founders, because I know it's a divide and conquer world, but the Blueprint Weekend is the core, it's the foundation of setting the stage for exactly what this couple wants to do and have in their life, 90 days out, a year out, three years out, five years out, 10 years out. It's the planning of the macro picture. The problem is that we get so busy in our everyday lives with everything that each of us has responsibilities in and the failure to communicate, not just communicate daily, I'm talking about communicate about the vision.

It goes by the wayside. It happens almost across the board in every family. It's just part of the way we live our lives. And getting back together again and in a place where we can just really focus for two days.

and determine what exactly we want out of our lives, then we can reverse engineer and figure out then what do we have today? What do we wanna create? And again, most people wanna create what? More optionality, more time discretion.

That's like the number one thing we all want, which gives us the opportunity to build out and have better relationships and improve our health and do things that are maybe more purposeful in our lives than what we've had a chance to do in the past. And the cool thing is you don't have to wait until you're retired to have these things if you're intentional about planning it. articulating it and then building that pathway forward with measurable milestones that you both as a couple can agree on and that's the key. Because if neither one of you has that clear vision again, like maybe you had when you first got married, then trying to work independently never works and it just keeps that treadmill going over and over again where the stress remains in front of you and you never really have the opportunity to gain the forward momentum that you're looking for in your life.

Blueprint Weekend is probably the biggest benefit to everything we do in Freedom Boundaries. If you feel a sense that your next chapter needs more clarity, more alignment or purpose, don't ignore it. And Elisa didn't wait for the perfect plan or the perfect timing. They leaned into what mattered most, their faith, their family, their team, and they made intentional moves with the right framework and the right community.

That's exactly what we do inside Freedom Founders. We help dentists and doctors take real steps toward a life of freedom on their own terms, whether you're approaching transition, navigating misalignment, or just asking, what's my next? We're here to help you find the answers that fit your life, not someone else's playbook. So if you're ready to stop deferring life and start building a future with clarity and conviction, let's talk.

Go to freedomfounders.com forward slash discover. No pitch, no pressure, just a real conversation to see if this is the tribe you've been missing. Go to freedomfounders.com forward slash discover. Your freedom won't happen by accident.

you don't have to film it alone.

Freedom Founders Podcast Ep #568 with Drs. Ed and Lisa Wentz