



## **EPISODE 170**

**With guest Dr. Peter Kim**

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PK: “There's somebody today who's listening to this that will start a business maybe in a crowded, saturated space who will have something a little bit different to them because it's them. It's something in their experience that nobody else has experienced. And people are going to gravitate to that and they're going to build a multimillion-dollar business off of that. And I believe that to be the case.”

HF: Welcome to The Doctor's Crossing Carpe Diem podcast. If you're questioning your career in medicine, you've come to the right place. I'm Heather Fork, a former dermatologist and founder of The Doctor's Crossing. As a master-certified coach, I've helped hundreds of physicians find greater happiness in their careers, whether in medicine, a nonclinical job, or something else. I started this podcast to help you discover the career path that's best for you and give you some resources and encouragement to make it happen. You don't need to get stuck at the white coat crossroads. So, pull up a chair, my friend, and let's carpe that diem.

Hi there and welcome back to the Doctor's Crossing Carpe Diem podcast. I'm your host Heather Fork, and you're listening to episode number 170. I'm really excited to share today's episode with you because not only do we have a fantastic guest who's been on the podcast before, but we're going to be talking about a free event coming up next week that I think will be of great interest to a lot of you.

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My guest is anesthesiologist, Dr. Peter Kim, who joined me back in episode 38 – “Is there an entrepreneur hiding in you?” Dr. Kim is the founder of the Passive Income MD group, which helps physicians find financial freedom through real estate investing, and he is also involved with several other companies as founder and partner.

Having had a lot of experience as an entrepreneur and with other physician entrepreneurs, Dr. Kim is going to help us bust a number of myths about physicians becoming entrepreneurs.

Peter is also going to be sharing details about his upcoming free Leverage and Growth summit happening all next week. In this summit, Dr. Kim brings together 30-plus exceptional physicians to share stories of how they were able to leverage their medical degrees in extraordinary ways to create their ideal lives. The summit will be from February 26th to March 1st, and we'll be getting some more details about that.

One of the goals of this summit is to help us realize that there is so much more we can do than we can ever imagine. You'll get to hear about physicians following their hearts to have an impact and grow in meaningful ways. But because it is easy to talk ourselves out of our ideas and desires, and we may even be afraid to dream, we are going to dive into the common false beliefs and myths around entrepreneurship that keep this empowering option off the table. Without further ado, it is with great pleasure that I welcome Dr. Peter Kim back to the podcast. Hey Peter.

PK: Hey, how are you doing Heather? I'm really excited to be here. Thank you so much for that great introduction. I love this community. I love what you're doing. It's really an honor to be here.

HF: Well, I was seeing you smile all through the intro and I was having a hard time not really laughing at myself. I love, love, love your energy, Peter. It's so great.

PK: How can you not smile when we're talking about fun things around physicians and trying new ventures and opportunities? I think when someone like you, someone like me, when we start talking about those kinds of topics versus some of the other topics in medicine today, it's a lot more fun and it's a lot more interesting.

HF: It is, and I have to say, just before this podcast when I was getting ready, I was listening to this recent episode of yours, 186 – “3 Tough Moments I'm So Grateful For.” And you talked about not getting into urology and then some mess with a match and then how your expectations weren't really met in your initial big job and some other things that happened.

And I have to say though, the takeaway was something that I think really connects us to this conversation that we're going to have. What would you say was the big takeaway from those experiences that connects us to entrepreneurship?

PK: Well, it's funny because oftentimes when we're in the middle of a tough, bad situation where we think we're either being treated unfairly or it's unjust or “I don't deserve this” or “It's not my fault, it's not fair.” I definitely have heard myself say that a ton. If you have kids, you've probably heard that saying a ton, “This is not fair” or “It's not fair.”

And I remember in those moments just being in there and just really not being happy. Oftentimes I wouldn't be able to sleep. And these are tough situations. I think those are things that really bust a lot of the expectations that you have for yourself, your life, your career, whatever it is, even for your relationships, things like that. Those are tough and everybody goes through those.

The thing is, if you're able to look back at those years later, it's a lot of times people don't revisit those. But through a lot of the groups and communities I've been part of, it's almost like being forced to exercise in some ways to go back and look at some of those tough situations in your life and realize that without them you wouldn't be who

you are today. You wouldn't have the things you have today if it wasn't for those tough situations.

So, you have to think, were those happening to you or were those happening for you in a way? I think that's the changing of mindset and perspective around a lot of these things. And so, the goal and hope are that when you're in some of those situations currently, and I've been in plenty of those and I continue and I know there will be, that somehow you're able to kind of pause, maybe take a break, realize and say, "Okay, what am I supposed to learn in this situation? How am I supposed to grow in this situation?" And it might change the way you act, approach it, and become resourceful in different ways. And that's my takeaway from those.

And of course, that translates to entrepreneurship because we all know the entrepreneurship route is not a steady climb. I don't know if you've ever seen those images where it's like, where you think your road will be like, and it's like the straight road to sunshine. But in reality, what it's like, and I think for all of us, especially the road of entrepreneurship, there are dips, there are valleys, things you have to climb. Sometimes you take a few steps back. But either way, hopefully, you're always moving towards that goal and that mission. And when you do and you will, you'll create new ones and you'll create new challenges.

And so, that's kind of what that whole podcast and that episode was more about, about looking back at the things that have been a challenge for me. And at the time, again, thought they were the worst things in the world. Now it has helped me so much and hopefully as I reflect on those, I can continue to push forward. And if that's an inspiration for some people and that helps, then that's great. And I'm proud of that.

HF: I really love that reframe from being a victim. And that's not to judge anybody because I certainly played the victim card myself and it's like, "Why did this happen to me?" And that's very disempowering. And you said, we really need to ask "Why is this happening

to me? What can I learn? How can I grow?" Because whatever it is that happened, we can't change that. And one of the things you said too, after you described these three things is that you really wanted to have more control over your life. And I think that really helped sort of lead you in the direction of "I'm going to be an entrepreneur because I don't want to rely on a W2, I don't want to rely on someone else dictating the terms when I work, how I work, why I work." And to me, that was a real empowered stance of, "Okay, now how can I create my own freedom through being self-generating?"

PK: I think that being a doctor is still the greatest job in the world in so many ways. It's always been my passion. It was my goal, it was my ambition. But some things happened to me earlier in my career that made it very difficult and opened my eyes to see how interests aren't aligned in a lot of ways. The doctor's interest and what you're trying to do versus the system and all this stuff may not always match. And so, unfortunately, that creates some conflict.

Actually, this is a true story. The group that I used to be a part of, and the one that I had some issues in, eventually led me down the entrepreneur path, led me down the real estate investing path, and all of that.

Well, I just heard today that the physician group anesthesiologists decided to form a union because they were getting mistreated. Their contract, they weren't following through the hospital system. And this is one of the biggest hospital systems on the West Coast. They weren't following through on their contracts, poor work hours. And again, they're trying to change the terms of the deal.

And so, they had to get together and actually unionize. You're going to hear more about this from physicians all over the country because they realize that in some ways they're powerless unless they get together. And I love hearing it, first of all, because they're trying to take it back. What are they trying to take back? They're trying to take back

control. In medicine, we've given up so much of that and it's really caused damage to our profession and our personal lives and that sort of thing.

For me, I realized that is everything. That to me is like wealth. People think about wealth. Wealth isn't just like just having money. There are plenty of people who have a lot of money, but they're tied to their jobs. They're working 80 hours, 100 hours. And some richest people that I know are grinding away. They're not just in medicine. They're in business and they have challenges in their personal lives and they don't spend time with their kids because they don't control. They're like, "I cannot break out of this. I need to spend this time."

And so, for me, the people that I see as the most wealthy, from what I think about, are not the people with the most money. It's the people who truly have that element of control over their resources, their time, their energy and are just figuring out ways to enjoy life. And so, that's pretty much what all of that is about.

HF: Exactly. And when we talk about entrepreneurship, this doesn't mean you have to give up your job as an employee even, it can just mean that you want to do something on the side or you want to think about growing in that direction. So, I'd love it before we jump into these, Peter, if you can give us some examples of what you've seen physicians do. And this could be a woman who has kids, who's doing something on the side, or it could be someone close to retirement or a younger physician. Just to start percolating some thoughts about what's possible.

PK: I feel like I'm so fortunate to be in the situation where I get a chance to talk to so many physician entrepreneurs. They're from people who are forming small businesses to large businesses, to venture-backed companies. So many different people across the spectrum. And part of what I've been able to do through that summit that you mentioned is talk to all these people and share their stories. That's all I'm trying to do. I'm trying to share their stories because oftentimes, we as physicians, and you're going

to hear about them through some of the myths, is that we don't realize what's possible for us. And so, I have talked to the physician who she's a pediatrician and she was really concerned about kids eating plastic, off plastic plates and utensils and how that was causing issues to a lot of the children that she was treating and seeing in childhood cancers and things like that.

And so, she decided to do something about it and formed a company that builds basically stainless steel dishware for children and kids. And now she's all over, in big box stores and targets. And she is working with entrepreneurs all over the country to help them launch their businesses. It's amazing to see stories like that. Then you've got other physicians who are building real estate empires and portfolios so they can create that income, so they can create that financial freedom for them. I just talked to somebody who is a psychiatrist and really felt like she needed to help women who are postpartum with postpartum depression and there wasn't enough support. And so, she built a platform where people through telehealth can be treated and she partners with OB-GYNs to provide that care in postpartum. And that was just a need and something she decided one day, "This is enough, this is the problem that I see and I got to fix it."

It's amazing what physicians are able to do once they are able to get past themselves in terms of, almost like out of their own way and decide, "I'm going to do this no matter what." And we all know we have ambition and we have the ability to do that. These are just some of the stories of people that I've seen that have done amazing things.

HF: Oh, those are all excellent. And feel free to share anymore as they come up, as we go through this myth-busting. Would you like to start us off with myth number one, Peter?

PK: Sure. Again, I've been able to work with a lot of physician entrepreneurs, hear stories, and some of these myths are ones that basically in my mind were busted because I held onto a lot of these beliefs. And so, I'm happy to share a lot of these things because maybe you're believing it too.



I think the first one that I thought about when it came to entrepreneurship, and especially as a physician, I thought that my MD was not enough. Meaning that I needed an extra degree, I needed a different background in terms of my training. We all went through medical training, we were taught how to take care of patients and learn physiology, anatomy, and all that stuff. But then we have other people and our friends that are going out there, going to business school and they're starting businesses and they're learning how to network, connect, and scale business.

The way to think about it, and I always felt a little intimidated, business starting is for them. It's not for me. I'm a physician. I take care of patients. Even if I have an idea, I don't have the specific training or background. What I've learned now being in this world for both physicians and non-physician entrepreneurs, the degree has absolutely nothing to do with your success. It has absolutely nothing to do. In fact, if anything I've heard that an MBA is great for training you to be basically part of the corporate machine. It's not really for the entrepreneur that goes out there.

And I've seen so many physicians that have learned all this stuff on the fly. We're able to do it. We're great learners. That's what we do at the core, to learn all the business skills. They're actually not taught in business school. These things like how to build a team, how to go out there and sell something, how to market, how to do all these things. These aren't necessarily taught in business schools. And these are things you learn on your own.

And so, as a physician, I've learned that we're absolutely capable of learning these things. Today more than ever resources are there at our fingertips. And when I talk to physician entrepreneurs, having that degree has absolutely nothing to do with it. But on the other side, having an MD degree makes a big difference. You're able to leverage that. Whenever you walk into a room, you always have that MD. Doors are open to you



because you have that MD. So, that's the first one. You don't need that fancy business degree to try to run a business.

HF: I love that. And I think you said one of the real key words, which we all understand is that we know how to learn. And none of the things we need to know to run a business are as hard as what we need to learn to take care of patients. And none of it will ever be as risky. If you send out the wrong invoice or you mess up on your taxes, you're not going to kill anybody. There could be some penalties and fines, but you're not going to kill anybody.

PK: It is so true. And it's totally different. If we're able to deal with that stress of having people's lives in our hands, we're able to do that, we're absolutely able to do well at running a business. I think that actually merges a little bit into the second myth here, which is, I thought that I actually had growing up, and I don't know if it's a stereotype, is that physicians are bad at running a business or physicians are bad at finance. We're not good at being entrepreneurs. And I think somehow that got into our consciousness. I don't know who said it first, or whatever that is.

And of course, there are some people, physicians, and non-physicians that maybe aren't great at finance. A lot of that has to do with not focusing on it versus not having the skill set or the ability. But oftentimes doctors are stopped and they say it to themselves, I hear it, and they say, physicians or doctors are not good at finances or business. And so, I shouldn't get into that world.

I don't know how many of you have kids out there. And at some point, especially as they're growing up, they start saying things like that too. "I'm not good at this." And you as a parent are sitting there like, "What are you talking about? You've never even tried. Why are you saying you're not good at this sport or this subject or this kind of thing?" And you're sitting there going, "Don't limit yourself." And that's what we're thinking when we hear our kids say that.

I've started to kind of realize that we do that to ourselves as doctors, especially in the world of entrepreneurship. We often limit ourselves by telling ourselves we're not good at it. And so, we often don't try. When you think you're not good at something, how much effort do you put in? You stop and limit yourself and you try to focus on other things.

And so, I think that's a myth that I would love to get out of all of our consciousness in terms of the physician world. And I think that's part of the reason again, why we have the summit is to show people we are good at running businesses, we are good at solving problems. And it's possible for anybody out there who has an idea, can figure it out. That's what we do really, really well.

And so, I absolutely have learned now that physicians are great at running a business. There are so many out there. And if we can continue to support each other, find each other, especially through things that you're doing, and support each other, we can all help each other at least get better, and make a bigger impact.

HF: I love that. And it's so true. We tell ourselves these things, but do we really approve? And I love that you said we're great at solving problems because what is an entrepreneur? We start a business because we are solving a problem someone has that they're willing to pay us for the solution. And so, that reframe can maybe help people get in the door. The other thing I see related to this, is we often tell ourselves, "Oh, I'm not creative. I can't paint, I can't draw. I don't do things with doilies or papier mâché." But if you're a problem solver by the inherent nature of solving problems, that's a creative pursuit.

PK: It's so true. And like I said, if we would just get some of those words or thoughts out of our community and our mind, then there's really no limit to what we can do. And I've

learned that. And that's what I hold true. And hopefully, that message gets out to people.

HF: All right. Well, I am loving these. Do you want to take us to myth number three?

PK: Sure. Myth number three is "I have to quit my job before starting a business." I think as physicians we feel, of course we're busy. There's no doubt we work hard. In fact, our hours, I forgot what some of the surveys were, on average 50 plus hours. We've done residency for close to 70, 80 hours. We work a lot. And when you're tired at the end of the day, the last thing you want to do is think about something in terms of creating a business, starting a business. We want to go home and enjoy our time at home and turn off. And so, a lot of people think, "Where do I have the time? There's no way I could fit this in with what I'm doing. So, I'd have to quit medicine. I'd have to give that up. I'd have to stop what I'm doing because I don't have the time."

Well, I want to let people know, at least on my side, I started several businesses while I was still working. Now I was fortunate. I'm fortunate to be an anesthesiologist and so there are times and pockets of time that I could find. Sometimes I would've meetings in the car on the way to work, going home from work, sometimes between cases. I would sit there and think about my business, about what to do. Of course, I was thinking about patients when I needed to think about patients.

But when that time was off when you're sitting there on a call, you show up to the hospital, the patient is not ready yet. You've got moments there, and there are delays in the OR, whatever it is, there are plenty of pockets of time that I would say that don't have to add to your overall time of doing all this stuff where you can fit things in.

And you'd be surprised how you're spending that time currently. I've heard it called net time, no extra time. So, how can you find no extra time or net time in your day to think about these pursuits or do it? For me, again, driving in the car, walking the dog, even



exercising between cases. In doing all of that I find the ways to be really efficient in that time to think about my business and start my business at that time.

All of that is possible by managing your time. I see so many doctors figure out how to start that business and then as that business continues to take off, then maybe they start dropping some time in their business as the income comes up. And that's kind of this whole gradual retirement strategy. You don't have to go from 100% clinical to 0%. A lot of people who are doing it sustainably drop 100%, drop 10%, till they find that happy place. That balance between having the right amount of income, the right amount of interest, you could start your business and have it grow, and at the same time do that.

Now, if you don't mind, I'm going to jump right into number four because that kind of falls in line with what this is. The myth number four is that people think that you have to take big risks to start a business. And so, that has to do with this whole quitting job. People think, "I have to quit my job, take that big risk, take that income, and I can't do that to myself or my family. From an income perspective, being a doctor is very stable, I can't give that up." And so, people think that you have to take a big risk.

I will say that most entrepreneurs out there, they take the biggest risk. I'm telling you outside of the medical field. They start a business, they go all in, they live on their friend's floor, they scrape together everything in their savings to put together a business and do all of that. We're fortunate as physicians to have that steady income. We've got it. Of course, things have changed, but for the most part, we've got that steady income job that we can always fall back on. We know that if we show up to the hospital, do that shift, and pick up that moonlighting shift, we can make up X amount of cash. Most people don't have the luxury of doing that. That allows us to start businesses, take some additional risk on the financial side, and decide when we want to reduce our time, leave our jobs, and leave clinical. I believe actually for most entrepreneurs, again, compared to most entrepreneurs, we have the lowest risk when it comes to starting a business and the lowest barrier to entry to get into that.

HF: Those are all fantastic points. I just want to say one little thing is that if you are an employee, just check your contract to make sure if you do something on the side and start getting some income, that they're not going to take it away from you where there's no prohibition on what you can do outside of your job.

PK: I think that's a great point. You want to be in the up-and-up type thing about this because you don't want them to run into situations later. But of course, if something is related to medicine, something is related to an invention or something like that, a lot of hospitals and employee systems have clauses in there. So, I would do a little bit of due diligence on what your situation is and then put it out there that you're doing this. And if often you can get that in writing, even better.

HF: And it could benefit them too. You never know. There might be some win-win there. All right, this brings us to myth number five, Peter.

PK: Number five, and I hear this a lot from physicians out there, is that the market's too saturated, meaning that "I'm too late. Every idea I have is already taken. It is going to be a waste of time for me to do it." I'll tell you, for example, people who are in the coaching space, I hear this a lot. There are a lot of physician coaches and you do a lot there that, "Oh, there are so many physician coaches, I don't even want to do that. I want to help people, but I don't know if I want to get into it because there are already so many out there. What can I offer? How am I going to differentiate myself and all of that?"

I will tell you, that's a total mess. Absolutely. I've seen people come out at whatever state, and if you're authentically you, meaning that you are clear about who you are and who you serve, I promise you people will find you and they'll want to work with you specifically.



If you think about it, even in the world today that you live in, there are so many, the clothes that you put on, shoes that you put on. There is constantly new innovation, new companies coming about. If a shoe company came out, it's like, "You know what? Nike's out there. Why would anybody want to buy them?" And they never started. And that company that got haka or something like this, one of these companies were on, or the big ones that have been really, really popular. Some of these ones that come later, if they ever said, "Ah, what they've learned to do though to get into the marketplace is that they've learned to innovate a little bit. They've learned to innovate." And most of us can see an issue or problem and say, "Look, I think there's a way to do it a little bit better or a little bit differently." And build that. That's what I would suggest for people, that it's never too late.

However, what you don't want to do on the other side is just come in and be a copycat. Be authentically you, come up with your own mission, your purpose. Make it very clear to people what that is, and who you serve exactly. Get crystal clear on who you serve. And when you do that, you'll create opportunities for yourself in this market. And the more you innovate, you create some differentiating factors and you're able to absolutely do that.

And so, that takes a little bit of, again, some belief and confidence in yourself that you're able to do that. I would find some mentors. I would find some help as you go and build these businesses of people who have even done it themselves to figure out how to position yourself. But absolutely, market saturation to me is a limiting belief that I've had personally too, is that, "Oh, I can't. There's only too much. Why would they ever?" And each time I see examples of people busting that myth, both in the physician world and then also not in the physician world when it comes to all of these businesses.

And so, everybody there has an opportunity. I think everybody has that multimillion-dollar idea within them. And so, who's going to actually take action on that, make that happen, surround themselves with good people, mentors, and community

and like-minded people who are doing this that will support and keep you accountable. And those are the people that actually get out there. Those are the people that you see who have done all that.

HF: This is absolutely one of my favorite ones because you don't want to be the person who said, "I'm not going to do that. There are too many coaches or weight loss specialists or whatever it is." And so, the other people take the opportunity and you're sitting there having regrets.

And the truth is that as a physician, you have a special advantage. There are all these weight loss coaches, for example, but if you're a weight loss coach for physicians, that puts you in a whole different category and eliminates 99% of all the other people. So, just remember that if you bring in that physician hat, that's a game changer too.

PK: You're so right on that. And what you do and how you help people is such a great example of that. Again, as an MD, as a DO, having that medical degree, having that background, being able to say doctor or physician, automatically puts you in a different standing. It sets you apart. You don't want to be cheesy out there or use it in a bad way that hurts your reputation. You want to do it in a way that actually truly serves people. And if people can see that authentically and they can see automatically having that doctor, they know what class you're in, in terms of your ambition, in terms of your education, the amount you care about people. All of these things come into play when they see a doctor. And so, the ones that have been able to go out there and leverage that, so many amazing things happen. And so, I know you're doing that as well too.

HF: Well, thank you. We did a podcast a while back with Dr. Kricia Palmer, and she does interior design for physicians. And so, you could do it for anything. It doesn't have to be a medical space. Now, before we go on and talk a little bit about the summit, would you like to just review those five myths?



PK: Here's the first myth. The first myth is you need an MBA or special training to run a business. Hopefully, you see that that's not true to be the case. The second is that physicians are bad at running a business or they're bad at finances. Again, we know so many examples of the opposite of that.

Number three is that you need to actually quit your job before starting a business. But we've shown that you can gradually build that business. You build it on the side, you can do it as your side hustle, as your side gig. You can absolutely do that and run that business however you want and decide how you want to allocate your time. Or is that you have to take big risks to start a business? In fact, I think it's the opposite. As physicians, we actually have a situation where we can mitigate that risk significantly by having our jobs and that steady income. We can always have that to fall back on. It's crazy to think we have to fall back on our physician career or our DO or MD, whatever it is. It doesn't make any sense to fall back, people think we're crazy, but we always have that behind us.

And number five, it's that the market is saturated. "I'm too late to the game. It's not possible for me to get in there and make a difference or find my own voice or my own audience." And we know that absolutely to be false. We know that people are coming out today. There's somebody today who's listening to this that will start a business maybe in a crowded, saturated space who will have something a little bit different to them, really because it's them. It's something in their experience that nobody else has experienced and people are going to gravitate to that and they're going to build a multimillion-dollar business off of that. And I absolutely believe that to be the case.

HF: Excellent. I love this. And now that you have us all pumped, Peter, tell us about the Leverage and Growth summit that is starting on Monday, if you're listening to this one the podcast first airs.



PK: The short story is when the pandemic hit, everybody was at home. I already had a community of people mostly talking about real estate, and I asked this Facebook community, "What do you need right now? Or how can I support you?" Again, medicine was kind of falling apart. Doctors were home, clinics closed, and morale in the whole community was not great. I remember it was not a great situation. I asked them, and they said, "I need to figure it out, this shows me that I need to figure something else out. Nobody expected a pandemic that would shut everything down, but what else can I do out there?"

And so, I just happen to be fortunate. I know a good amount of physicians doing some really, really cool stuff outside medicine, whether it's something simple as coaching to real estate, having an alcohol or spirits business, whatever it is. They're physicians doing all sorts of really cool weird things.

And I said, "I'm just going to interview. I'm going to interview them and share those stories online. Free summit. We just wanted to share that." And I got 50 people at that time because there's nothing else to do. This is a pandemic. I was crazy and I interviewed 50 people for this summit and we launched it; over 10,000 people participated in this and businesses were launched. Real estate investments, connections, networks, and people found their business partners in this. It was just amazing to see the synergy and the connection that happens when you get a bunch of physicians that are like-minded, that want more in terms of they want to be more, do more, give more, and you put them in a room. The amazing impact that happens and all the cool things that happen. We do this and this is our fifth annual actually.

HF: Nice.

PK: And you've been part of it and you've inspired so many people. This year we bring together 30 physicians. We're just sharing their stories. It's just sharing stories of their journey from being a physician. And you're going to learn. I guess I'm giving the

punchline away, is that a lot of it was not intentional. There's nothing special innate in the fact that they grew up in a certain way. It's that they decided. They decided "I'm going to do something different." And they were able to just make things happen. It's really cool. And they've really created their ideal lives through this. I know a lot of people out there thought whether they can do it, they can absolutely do it. I hope you participate, join our summit, and be part of this community. It's happening from February 26th through March 1st. It is an absolutely free summit. Please join and participate and we'd love to see you there.

HF: So wonderful. And I'm going to put the link in the show notes. It's going to be [doctorscrossing.com/lgsummit](https://doctorscrossing.com/lgsummit) and I am an affiliate for the summit. I receive a small percentage if you decide to choose the VIP option, which gives you access to the live Q&As and you also are able to listen to the recordings of the summit at your convenience. We know most of you aren't going to be available every day to listen live, but for a small fee, you can have access to all of the recordings.

And I have to say, Peter, thank you so much for inviting me two years ago to participate. I had a great time. You're a wonderful interviewer. And then I really like doing the live Q&A. Physicians had great questions. I love the community. I love listening to other speakers. So, I think it's a wonderful offering.

PK: Thanks so much. We're definitely going to have you on again just to share all the updates and all the cool things that are happening in your life. It's always good to catch up. I really appreciate the opportunity to be here. I love you and what you're doing in your community and I think it's just amazing. Thanks for all the work that you do in our community and for physicians helping them and really helping them create their ideal lives. And so, it's really cool to see what you do. I know we think alike in a lot of ways. Thank you for this opportunity.



HF: Thank you so much Peter. I'm a huge fan of yours. I love your podcast. I love referring physicians to you. And I also think it's great that you created this summit. So, if you're listening to this, please check out the link in the podcast show notes, and also share the episode with anybody you think might want to have some inspiration to get that back pocket idea going and start living the life that they really want to have and having that impact and meaning. Again, that's [doctorscrossing.com/lgsummit](https://doctorscrossing.com/lgsummit). You can sign up and get your seat for this free summit and I can't wait to hear how it helps you change your life. Maybe you'll come on the podcast and tell us about it. So, thank you again, Peter. I really appreciate you being here.

PK: Thanks so much. It was a ton of fun.

HF: You're welcome. All right guys, as always, don't forget to carpe that diem, and I'll see you in the next episode. Bye for now.

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Podcast details

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