

KEEN ON RETIREMENT



Angel Flight Central's Don Sumple on How Volunteering Can Add More Meaning to Your Life

Welcome to Keen on Retirement
With Bill Keen and Steve Sanduski

Steve Sanduski: Hello everybody and welcome back to Keen On Retirement. I'm your co-host Steve Sanduski and joining me as always is Bill Keen. Bill, how you doing today?

Bill Keen: We are doing good here in Kansas City. How about you, Steve?

Steve Sanduski: Doing fantastic up north here and looking forward to spring and summer as we get rolling into that time of year and we've got another great show lined up here today. I believe you have a special guest in the studio with you?

Bill Keen: I do, Steve. I am honored to be sitting here today with Don Sumple. You might recall a few episodes ago we did mention a recent board appointment that I was honored to receive into an organization called Angel Flight Central. Don is the executive director of Angel Flight Central. He effectively and efficiently runs this organization and makes everything possible that all of the pilots collectively and the organization is able to do for the patients that we transport.

I had the idea to have him in the studio and to just ask him about his journey, a little bit about where he's come from, what he's doing now, and what he sees for the future. Another really interesting thing about him as well is he spent a long career before Angel Flight Central in broadcasting and media. Is that the right way to say it, Don?

Don Sumple: That's right, correct.

Bill Keen: Last position in that field was with 101, The Fox, KCFX here in Kansas City, and just honored to have you in the studio with us today. Don, thank you.

Don Sumple: Thank you for having me. It's great to be here with you, and Steve and the whole crew. It's just phenomenal.

Steve Sanduski: Well, we're definitely going to be talking here about Angel Flight Central, and Don I'd love to go a little bit back in time here, and as Bill mentioned, you have an outstanding career in the broadcast industry radio in particular. I'd love to go back in time a little bit and maybe as you were growing up, I think probably in the maybe the late 50s, the early to mid-1960s. Were you always interested say in radio, or what were some of the influences that you had as you were growing up?

Don Sumple: Baseball was my first interest. Really loved playing the game. Out high school, I had a tryout with the Phillies as a pitcher and needless to say, not good enough to make it because I'm sitting here and not on a beach in Maui.

Bill Keen: What's wrong?

Don Sumple: No, it's great being here, but yeah Major League Baseball was my passion trying to get into that and I really enjoyed playing but back in the late 60s, early 70s going to high school and listening to some of the radio stations, I grew up in northeast Pennsylvania and you had WABC in New York, and WNBC. WFIL in Philadelphia.

Some of the air talent there were just absolutely incredible. There was an energy coming out of the radio back in that era that I don't think you have today, and it really got me enthused about radio. So I ended up getting on the air as a college student, and one of my best friends fathers was the program director of a local radio station, and they were looking for a part time person and I was horrible.

He said, "Go up and cut an error check, and let's hear what you could do." He gave me news. I started reading the news. I stumbled through it, I think because we had this relationship he said, "You're hired." After that it just snowballed from there, but that was the early beginning of my radio career.

Steve Sanduski: In that early part of your career, were you more on the news side or were you on the music side?

Don Sumple: I was on the music side all the time. They just give you an audition script to read to see how your voice is and your reading ability, and I was so nervous up there reading that audition. It was just crazy and like I said, if I didn't know, he was my good friends dad, I probably wouldn't have got the job.

Steve Sanduski: I'm I think I'm just a few years younger than you are and I remember back in those days, we obviously had AM radio, FM radio was maybe a few years away from being in its heyday. What was some of the music that you were playing back then?

Don Sumple: Well, we were very much a top 40 back in the day. Doobie Brothers, Grand Funk Railroad, Rolling Stones, some Motown, Supremes, Smokey Robinson, and all that good fun co tapping stuff.

Steve Sanduski: When you're programming that, is it like, you have a list of we're going to play these 40 songs or these 60 songs and it's going to be in rotation, or did you have a lot of leeway as the program director or as the disc jockey to really, within some reason be able to play the kind of songs you wanted to play?

Don Sumple: No, it was pretty much picked out, and a lot of people think that the program director really picks out the music. One of the things behind the scenes of radio stations, there's so much research and so much strategy involved that your average listener really doesn't have a clue as to what's going on.

They did market perceptual, where they'd go in and see how you fit in your particular market against the competitor. You can get the strengths and weaknesses from the listeners. They would do these studies and you would come back and you'd sit down. It's almost like playing pro sports. You have your league, which would be the Kansas City radio market, for instance and your job was to be a top radio station in the market or win the league.

We would do music tests based on having maybe 75 to 100 people in an auditorium. We would play the clips, the basic hooks of each song, they will score the song, and then the research company will score the songs, would get the information back, and the song is that have the highest score or play more often. The songs that have a pretty good score, they come up a little bit less, then you get scores that, "Well, I'm tired of that song, I don't want to hear it again," so you'll rest it, and you may bring it back nine months down the road.

The program director has a big idea as to what kind of songs are going to fit that particular format, but the listeners actually choose the songs that we play.

Steve Sanduski: How many times did you hear it's got a good beat and you can dance to it?

Don Sumple: Quite a lot.

Steve Sanduski: I just remembered that from American Bandstand.

Don Sumple: Yeah, and I'll tell you what, if I had \$1 for every one of those phrases, I'd be retired right now.

Steve Sanduski: That's right. Well, good we're going to be talking about retirement here so let's hold that thought for a minute. How did the industry evolve? We had AM Radio, and then maybe in the 60s and early 70s FM radio started to really take over, how did you make that transition or were you always in maybe always in FM or ... How did you work between AM and FM radio?

Don Sumple: I actually did both. I started off on AM, which was the music source back in that time and then basically evolved into the FM side of things. A lot of the successful FM radio stations that were top 40 at that time pretty much took the same type of energy and the format that was being played on AM. Then the quality of the music, the stereo, all the technology developed, and it sounded a heck of a lot better on FM and that's the reason why FM is just king.

They did try AM stereo, I don't know if you remember that, but the receivers weren't quite right and yet, the transmitters had to be different and things of that nature and that's why you have all the news talk and sports talk on AM right now.

All the music is pretty much on the FM side of things, maybe music of your life, maybe a few of all these stations that play 50s and early 60s, they're still out there playing music on the AM side, but they're very little music you're going to hear on AM radio now.

Steve Sanduski: You've been surrounded by music for pretty much most of your adult being in that industry. As you think about the kind of music that you like, and when you're just relaxing and you want to play some music, do you play music from back and say, your formative years when you were maybe in high school, in college and early in your career in the radio business or has your musical tastes evolved over time and you're just as comfortable listening to Motown today as you are to maybe hip hop?

Don Sumple: No, I'm definitely a generation guy where the music you grow up with is the music of your life without a doubt and that's always going to have a passion. One of the things that we have seen doing radio, your high school years and college years are usually going to be the music that's going to really have a really grab hold of your heart and your senses and that's always going to be your favorite music. That is where I'm at right now pretty much, late 60s, 70s and early 80s is my era of music that I enjoy.

Steve Sanduski: I guess that explains why I like early 1980s New Wave music.

Don Sumple: Right.

Steve Sanduski: Those are my formative college years.

Bill Keen: What were you doing back then, Steve?

Don Sumple: Yeah, let's turn this around here, let's do the interview here.

Steve Sanduski: Okay, yeah I should pull out of my old mixtape.

Bill Keen: There you go, it's revealing.

Steve Sanduski: Yeah, you can tell a lot by what they put on their mixtape, right?

Don Sumple: Yeah.

Steve Sanduski: I loved doing that when I was in college, mixing tapes and putting all different kinds of songs on. Of course, we had a lot of parties in college and so I was Mr. DJ, so I loved creating the tapes and trying to create the soundtrack for the parties that we would throw in our apartment. So I always took pride in that.

Don Sumple: Well, it sounds like you're the guy for the job.

Steve Sanduski: Yeah. It didn't pay real well, though.

Bill Keen: You did graduate though, right?

Steve Sanduski: I did graduate.

Don Sumple: Hey, radio back then didn't pay that well either.

Steve Sanduski: Yeah. I'm making up for it now doing podcasting. All right, so then you ended up segue waying, so you had this long career in radio and then you ultimately ended up at Angel Flight Central. How did that transition happen?

Don Sumple: Well, it's interesting. As a matter of fact, Bill and I were talking just a little while ago, 2007, 2008, 2009 things really changed. The radio industry was changing at that particular time. There was consolidation, companies were buying other companies for large amounts of money, and that was great in the mid-90s, when the economy was just barreling. Then when you hit the issues that came around in 2007, 2008, 2009 they had to cut. They couldn't afford to pay the debt, the ticket. They started cutting, marketing, and the advertising and computerization came in and you didn't need to live on air talent 24/7 because things were automated.

I was actually coaching baseball at a Blue Valley rec league here in Overland Park, Kansas. One of the players dad's was coming on as the president of Angel Flight Central in September of 2009. He was a board member, he's a pilot, and I knew the dad for about three to four years coaching his son and they were looking for an executive director and wanted to know if I had any interest in the position. I was very enamored by the organization, the benefits it brings to the community, how it helps people realizing that people are alive today because of Angel Flight Central and I applied for the job. They were looking for somebody with marketing and management and programming skills, as far as directing a organization in a particular area.

So I applied in about three weeks after sending in my resume, I got a call from the board, met with three or four board members, some members of the Advisory Council and coming up on 10 years later, here I am with you and, Bill.

Steve Sanduski: Don, as you were talking about that, what was going on there and say '08, '09 in the broadcast industry. We also had a lot of technological changes happening with things like Pandora, Sirius XM, Spotify, and I know Spotify hadn't quite started yet, but the whole way that music was being communicated was changing dramatically and we're still feeling the impacts of that today.

In fact, radio, as you mentioned is, I think, for the most part is in the doldrums because we have so many different ways to get music these days.

Don Sumple: Yeah, it is, and I will tell you, though, I do think that if anybody was going to advertise on any type of medium, I think radio is the most efficient. You can truly get to a point where you can hit your demographic, you can hit your psychographic, you can hit the male female aspect, for a very good price and there's not a lot of waste when you buy radio. I'm still a radio fan, believe me. I think you can really get to a point where if you're going to look at in this market, for instance, if you want men 45 to 55, or 65, you're buying 101, The Fox or 949 KCMO, you're not getting any fat. You're getting your targeted demographic skewed in there.

So radio does have a lot, and from what I'm still saying there's quite a lot of people still 90 some percent use radio during the course of a week, which is still extremely high even though with the competition but it does have its competitors, and it's no different than cable TV and TV, what satellite TV and everything else is going on right now.

Your ABC, NBC network news isn't getting the same ratings that they got back in the day either with everything else going on. Everything is instantaneous but it's a pretty, very, very good buy in, a very good medium still.

Bill Keen: We definitely want to get into what Angel Flight central is doing in our communities with, Don while we have him here in the studio, but were talking offline before, you listed out multiple stations that you were with in your career, and you were just rolling them off your tongue and, Steve recognized a couple of them. Can you tell us those again?

Don Sumple: I did startups and turnarounds pretty much, Steve. In San Francisco I put a station on the air from scratch. I put a station on the air from scratch in Boston. Did a turnaround, a Detroit turnaround in Minneapolis. I was here from '86 to '90 and program KUDL and WHB when WHB used to be an oldies station here. Then I came back in 2000 with 101 The Fox, and then eventually 949 KCMO FM, so I've been around.

Bill Keen: Wow, Was that fun 101 The Fox?

Don Sumple: It was.

Bill Keen: Because that's the station that's-

Don Sumple: It was.

Bill Keen: ... Appeals to me at my age.

Don Sumple: It is, and I'll tell you what, it was as you know the flagship station at the Chiefs.

Bill Keen: Yes.

Don Sumple: I an opportunity. I was with them when Dick Vermeil was coaching, Trent Green was the quarterback, Priest Holmes were the running back. They had Eddie Kinneson the wide receiver. It was a fun, fun time. A lot of offense.

Bill Keen: Yes.

Don Sumple: Like now.

Bill Keen: Yes.

Don Sumple: If they only had a defense back then like now they probably would have won the Super Bowl.

Bill Keen: Last year when we played the 40 Niners the San Francisco 40 Niners, Don was brought out onto the field and was able to throw the ceremonial first pass, and you received an award called the Chiefs Kingdom Champion. You accepted that award on behalf of Angel Flight Central, right?

Don Sumple: Yes, believe me.

Bill Keen: Yeah.

Don Sumple: That award went through the entire organization, our board members, our staff, our pilots, our ground volunteers, because they are the people that make this organization go. Without those dedicated individuals, Angel Flights Central would not be anywhere near what we're doing right now. I just can't thank guys like, Bill and our board members and everyone for what they've done and how they've stepped up and make my job a lot easier.

It started off slow in '09. The economy was tough and we struggled and persevered and made it through. The ability to bring on the quality of people that we have on board right now with the passion, the determination, and really the vision that a lot of people have, that are associated with the organization has just been a godsend.

Bill Keen: I did a probably a poor job in our podcast that we opened with three or four ago where I talked about Angel Flight Central. Would you be able to kind of summarize the mission of Angel Flight Central.

Don Sumple: Yeah, basically, we arrange charitable flights for people that have to go outside their geographic area for medical treatment. We also do humanitarian flights. To give you an example of humanitarian flights in March, we did 107 in these seven relief missions up in Nebraska and Iowa because of the flooding.

People were stranded, we got people out of harm's way, we took supplies in, we took medical supplies in, air mattresses for people that were in shelters. We're gearing up right now for summer camps, kids that have HIV AIDS, cancer, heart disease, or burn victims. There's camps throughout the Midwest. The camps are free. Unfortunately, the parents and in many cases, the guardians can't afford to get the kids there. So our pilots will take the kids up to camp, drop them off next week, either the same pilot or another pilot will pick them up and bring them home.

I've been on a couple of those camp flights. Going up, the kids are off the wall, they're having a good time in the back. After week at camp, as soon as you hit the runway, and you get in the air they're dozing.

Bill Keen: They have a good time now, don't they?

Don Sumple: They have a good time and it's a great time for these kids that are having these special issues to be around kids that are going through the same thing, and they don't feel any different. They can talk things through, all the medical treatments are geared toward their issues. All the activities are geared and it's really a nice week for kids and really makes their summer, it really does.

Bill Keen: I didn't realize that we did that and so I'm a board member, I've been to two meetings, as you know, and getting acclimated with everything, but we akin wealth for a number of years now, we hold a golf tournament here that supports three of the Children's Cancer camps here in Kansas.

Don Sumple: Wow, that's great.

Bill Keen: It's a time that those kids get to really be kids.

Don Sumple: Yeah, really, really do.

Bill Keen: Then the parents also get a week break as well.

Don Sumple: Yeah.

Bill Keen: Which is something that's important for them as well, and it's meaningful work. So when I heard those two things were coordinated with what we're doing at Angel Flight that was pretty neat.

Don Sumple: The nice thing about it is kids just go on to have a fun week, and it truly makes their summer. That is that's their memory for the summer and the ability to go up there and just have a great time with other kids.

Bill Keen: That's right. In addition to that, we also fly military folks places as well, don't we?

Don Sumple: Yes, we do. We will reunite sometimes military personnel when they come back to the states with their family. Every now and then, we'll have a military person, a vet that has to go for treatment, outside their geographic area, so we'll get them to their treatment facilities. It's a really good organization. We'll take people that, for instance, we just got an email this past week. Somebody from Jacksonville, Florida, had a motorcycle accident in Wichita and they needed to get transportation back to Jacksonville. So we're in the process arranging something like that for them to get them home.

Bill Keen: These are cases where it's not always children, some folks thought it was all children, but reality is I think it's slightly more adults.

Don Sumple: Yeah, we're adults. We'll do about 73% adult flights and the rest will be children.

Bill Keen: Okay.

Don Sumple: A lot of cancer flights to MD Anderson, Mayo Clinic, Barnes in the St. Louis. The adults are people that really have a lot of needs and early on in my career here, probably six months, I don't know if I told you this story. I got an email from a lady. She was in a rural area.

And she had a son that was fighting brain cancer. She had the best shot for treatment was at Duke University Hospital, North Carolina. She went online and looked for round trip air transportation tickets. I think it was going to be about \$1,000 per person and she knew she would have to take her child numerous times for treatment. Her husband was let go, did not have a job. She was making minimum wage. She had three or four other children at home, and she's thinking, "Okay, gotta pay this airfare. How am I going to keep a roof over my family's head, food on the table, clothes on their back," and someone told them about Angel Flights Central.

We arranged the flights and we were able to have them maintain some sort of quality of life. For me, that gave me another secondary benefit of the organization. Not only do we get people to medical treatment, for life saving, in many cases treatment, but also they're able to maintain some sort of quality of life that they would not be able to have if it wasn't for our organization.

Bill Keen: That's right. For a number of reasons, folks can't travel by car, they can't travel commercially.

Don Sumple: Right.

Bill Keen: Or they simply can't afford it.

Don Sumple: Can't afford it.

Bill Keen: Some combination of those things.

Don Sumple: Or if you're ill, and you have to be in a car for eight to 12 hours that's not fun either.

Bill Keen: The stories carry very similar veins don't they?

Don Sumple: They do. We had a person here in Gardner, Kansas, a gentleman he was in his 40s fell, broke his leg, and they found out that he had cancer. He went for treatment and they went back again for a year later for treatment, they found cancerous cells in his lungs and they sent them to Miami.

They found out that there was a treatment center in St. Louis, closer that he can go to. Again, it's similar situation. I think he had three or four children. His wife wasn't working. He could not afford to miss work, so we had pilots actually fly from Kansas City, to St. Louis with him. He'd undergo the treatment, we'd fly him back around Robin, and he'd be at work the next day.

Bill Keen: Wow.

Don Sumple: Yeah and we did that for about three to four years and unfortunately he did pass but it was just an incredible, incredible situation for him and his family. That he wouldn't have to miss work and was able to get home, at the same day.

Bill Keen: One of the amazing things to, Steve about this organization is the efficiency with which it's run. Can you share a little bit about how many pilots and how many flights we've done, and passengers and all these things? Can you-

Don Sumple: Yeah, I could give you a little bit of summary.

Bill Keen: ... Color that a bit for me?

Don Sumple: Yeah. This past fiscal year, which ended on March 31st. Our fiscal year runs from April 1st through March 31st. We coordinated 2667 flights, this past year. The organization was founded in August of 1995 and since that time, we've flown over 27,000 flights. We have over 300 pilots in our 10-state region and we have close to 300 ground volunteers that go out and help spread the word in those areas as well. We're truly blessed with people that have a passion for the organization.

Bill Keen: Wow. That's a pretty amazing leverage, isn't it, Steve?

Steve Sanduski: It sure is and so this is a nonprofit?

Don Sumple: Yeah, 501(c)(3) nonprofit.

Steve Sanduski: Then do in addition to the pilots who are volunteering their time and their airplanes, so do other people just volunteer their time? I think you mentioned you've got other people on the ground that help spread the word if someone is interested in that. How could they get involved in that way?

Don Sumple: Yeah, we're always looking for people to get the word out for us, Steve. We're an under the radar organization, excuse the pun. There's a lot of people out there that can use our services but have no clue we exist. So any way we can get these people to talk about the organization and let them know of our mission is incredible.

Our website is angelflightcentral.org. There's information on there if people want to volunteer as a pilot, or as a ground volunteer, and the big thing is, is touching base with your churches, your civic organizations, the Rotary Club. If you go to a doctor talk to them about the organization and they may have a patient that needs to travel, social workers, nurse case managers, heightening the awareness in those particular areas are really crucial to us to get out our name and our brand so we can help as many people as we possibly can.

Steve Sanduski: The people that you're helping, I just want to make sure that I'm clear. This isn't just a needs-based type organization, you work with people who may have the financial means to take care of things but they have a transportation issue. They have a situation where they can't fly commercial because there's certain medical issues that aren't going to work on a commercial flight. So they need to go on like a private flight, like you have, is that correct?

Don Sumple: Sort of.

Steve Sanduski: Okay.

Don Sumple: Yeah, there is a financial need that we scream for. However, there are people that do have very bad immune systems that cannot fly commercially, and if that's the case, we will definitely fly them in a private plane. We also don't want people to get to a point where they're destitute. We want people to maintain some sort of quality of life so we want people to be able to get their treatment, maintain that quality of life, similar to what we talked about with that mom and her son and have that quality that they don't have to worry about, "Oh, do I need to pay for this airfare or do I have to worry about putting food on my family's table." We walk that fine line and that's really a key.

Steve Sanduski: Okay, and then so if someone does fit that criteria, do they just simply go to your website angel flightcentral.org. Is there a place there where they just write a lot of little application?

Don Sumple: Yeah, there's a passenger section has all the qualifications that we're looking for. They fill out the application, and then once we get the application in, they go through the screening process via the phone and then once everything is set, we'll put it out to our pilot population. The pilots have the ability to go through our website, they have a membership number, they'll see all the flights that are scheduled or available for them and depending on their schedule, they'll just pick it on the flight, and we'll get them attached to the passenger, and then the passenger on the pilot will work out where they want to meet, at what airport, what time, and then they go from there.

Steve Sanduski: Excellent. Well, we'll definitely put the link on the website for that. Bill, anything else you want to talk about Angel Flight because I think we want to maybe chat for a minute here about retirement as well.

Bill Keen: I just I think it was great that we were able to have, Don on and talk about Angel Flights Central. It's there's a lot goes into coordinating these flights behind the scenes. Imagine in some cases, there's two or three legs to a flight so that two or three pilots may share in getting a patient to a certain destination. So there's weight and balance issues, there's weather issues, all of this has to be coordinated, and the Angel Fly Central staff coordinates these things to make all this possible, to make it as smooth as possible on these patients that we're serving around these different locations. I'm just in awe of what they're doing and I'm honored to be an Angel Flight pilot.

Don Sumple: Congratulations by the way.

Bill Keen: Thank you. Thank you.

Don Sumple: We're proud to have you as a pilot.

Bill Keen: Well, thank you, sir. It's truly an honor and a privilege to be able to participate in that fashion and I'm also honored to be a board member and to feel like that you've all entrusted me with that position of that sort. The board they put together is just amazing. I walk into those meetings and I just think, "Wow, what a wonderful group of people."

Don Sumple: Phenomenal, phenomenal, really caring individuals. Compassionate, loving and truly have an inspiration and a feel for the organization.

Bill Keen: That's right, but then we have, Don that has to actually execute on all these great ideas the board has. So as the executive director, and he does execute. I'm sorry, Steve, go ahead.

Steve Sanduski: I was just going to say so this is called Angel Flight Central, so that leads me to believe that maybe you work in a geographic region. Now this is a podcast that goes all over the world coast to coast on great radio stations.

Don Sumple: Like WABC in New York.

Steve Sanduski: Yeah, I did my case to case in here. So do you work in a certain number of states and then are there other Angel Flight organizations that may be cover different states?

Don Sumple: Yes, there is no national Angel Flight organization. There are other organizations called Angel Flight. We cover a 10 state region in the mid to upper Midwest. Our states are Kansas, Missouri, you might want to cut them off. We got Kansas, Missouri, Iowa, Nebraska, North and South Dakota, Wisconsin, Minnesota, Indiana and Illinois.

Steve Sanduski: That was 10, I counted.

Bill Keen: That was 10, me too, with all my fingers up.

Don Sumple: There's Angel Flight northeast, there's Angel Flight, Mid Atlantic, there's Angel Flight south east, there's Angel Flight South Central, and then there's Angel Flight West. We belong to an organization called the Air Charity Network that we work together with, and we will transport people from one region to another. We have an MOU set up, we have protocols and this works extremely well. Because we're here in the central part of the United States, we pretty much touch every organization at one time or another with passengers going through, or coming through, or us connecting with a passenger that needs to get up to Boston or the like.

Yeah, but there's no national but we work together with the Air Charity Network. For people that are listening to this outside of the 10 states that we talked to, you can go to aircharitynetwork.org and see the map and the organization that's in your area that you can click on and get the same type of service.

Steve Sanduski: Excellent. Well, we'll put that in the show notes as well. You can go to keenonretirement.com that's K-E-E-N keenonretirement.com. We'll have all the info there. All right. Hey, why don't we segue way a little bit here into retirement. Don, you're in your mid-60s, are you starting to think about retirement, or what does retirement mean to you?

Bill Keen: Steve, we talked about this, we weren't going to bring this up to, Don. We have talked to the board we're not allowing him to retire.

Steve Sanduski: We better edit that out then.

Don Sumple: Well, let me put it this way, I could see the finish line, but I don't know how long it's going to take me to get there. How does that sound?

Steve Sanduski: Okay, all right, so let's say hypothetically speaking, someday if you were to retire, or what does retirement mean to you? We always want to know as we talk to folks what does retirement mean to you?

Don Suple: It's interesting. I probably would be looking at unplugging for maybe three to four months to get my batteries recharged. I do not want to totally retire. I wouldn't mind consulting, maybe down the road, 15, 20 hours a week on my time. Do some volunteer work, get into good shape, exercise, maybe play a little golf and some traveling, but I don't want to stop. I really don't. There's some things that I have interest in. I still like radio, I still enjoy listening and in my own mind critiquing radio stations and the like. If there's a way I can help radio stations or individual personalities that's something that I would take a look at.

I don't want to be on a nine to five wheel and having worked in Boston, San Francisco and Detroit, Minneapolis, I don't want to be caught in rush hour traffic either. Enough of that but yeah, I can see the finish line, but I don't know when I'm going to reach it.

Steve Sanduski: You mentioned that you want to do a little exercise and get in shape. It was interesting we were talking offline before we started recording here for this episode. I had an opportunity to meet President Bush, and one of the questions that he was asked was, what was his daily schedule when he became president? He said, "You know, one of the things I told my staff was, I said, from my daily schedule, you need to carve out one hour every day for exercise. I don't care where I'm at, what I got going on, you need to put an hour block in there for exercise." Yeah, and he said, that was a stress reliever. It really, really helped him during his presidency and but beyond as well.

Don Suple: I try to do an hour when I get home. Elliptical, jogging, treadmill, exer-cycle, I try to get an hour in and it really does help. If I had an hour in the morning I probably would do it in the morning, but I try to get into the office, I'm usually by about 10 to seven, and get the work day behind me and I find that the stress release comes at the end of the day for me, you know, getting a workout after work, so it works out great.

Steve Sanduski: Excellent. Yeah, that's what you were talking about there in terms of how you're thinking about retirement even though you're not retiring. It doesn't sound like anytime soon, that it's not like you're going to do cold turkey. I know my dad who's 89 years old as we're talking here today, when he retired many years ago, he was cold turkey. He didn't go back to work, and he found his passion and his interest, which had always been the stock market. So he's always kept himself busy reading the Wall Street Journal, watching CNBC, and just really staying intellectually stimulated by keeping up with what's going on in the economy, in the financial markets and it always gives, he and I a lot to talk about. Because it's always changing, so that's been fun.

Don Suple: Yes, volunteering too I would definitely like to volunteer.

Steve Sanduski: Yeah, for sure.

Don Sumple: For sure down the road.

Steve Sanduski: Excellent. Good. Well, Bill, you want to wrap us up here?

Bill Keen: Well, I was going to ask, Don are you going to be staying in Kansas City by the time when you retire or do you have kids and grandkids-?

Don Sumple: Yeah, I think it's really going to depend on, I have my son here. I got one son who's getting married in June and depending on where his travels if he locks down here, we'll probably end up staying here. If he goes west, we're stagnant, we're not going west. All our family's back east. Yeah, I think we probably end up staying here.

Bill Keen: Okay, it's not a bad place.

Don Sumple: It is a great place. I've been here coming up on 20 years this time and four previously so we've been married 33 years, so 24 years that we've lived in the Kansas City metro, and we like it.

Bill Keen: Yes, we have a lot of clients who do the thing where they live here. This is their home base and with VRBO Vacation Rental By Owner they can go to Florida for Jan, Feb, January, February and let all this happen here that happens here in January, and February and come on back in spring.

Don Sumple: Come on back in spring, it's perfect.

Bill Keen: Or, anywhere in the country actually.

Don Sumple: It's a great place for a family, great place to raise kids and you've got everything you need. You don't have a lot of big traffic jams. You still have your sports, you got your theater and everything like that, good school systems. It's a great place to live, it really is. Another good secret sort of like the Angel Flight Central.

Bill Keen: Exactly. Well, Steve, thank you for letting us go this direction today. I mean, first off, just having Don Sumple in the studio with us, was a major honor for me and then having to focus on not only his unique life experience, but then also the Angel Flight Central connection that we have and the work that he's doing there just amazing.

You heard him say, when he was speaking that we're trying to get the word out, how many organizations do you know that have extra resources to deploy? Usually, it's the opposite, and with Angel Flight, we are capable of doing more. So that was yet another reason that I wanted to devote a whole episode to this topic, so we could get the word out.

I would ask our listeners to think about what we've talked about today, and if they know someone that needs some help, to not hesitate to reach out to me directly or through that website that, Don did mention. Now we are a financial podcast, Steve sometimes we focus on things on an episode or two that aren't just talking about taxes, social security, Medicare, spending levels, the markets, the economy, things like that, but I think it's important. Because as we've talked in the past really, it's about our life experience, and that's really what our show is about.

Yes, we want to get the details, right, the technical details correct, but we want to help folks live more enriched lives as they progress through what I like to call the best half of life and that's retirement. I look forward to our next episode here, but before we go, I want to thank you, Don, for being on the show today.

Don Sumple: Thank you.

Bill Keen: It's so meaningful to me that you would take the time to be on our program. Steve, thank you once again for being my co-host here. We're coming up on 100 episodes here before long, so maybe we'll have a little celebration for our hundredth episode, buddy. If you're still agreeing to be my co-host.

Steve Sanduski: It's my pleasure, Bill you know that so, yeah. Thank you both of you for the work you're doing here with Angel Flight. Bill is a volunteer, Don running the organization and it's just great that here on the podcast, we can help get the word out to all the listeners.

Again, you can go to angelflightcentral.org and then you can also go to keennonretirement.com. We'll have all the information and links in the show notes there as well. Guys, thank you I appreciate it and we'll look forward to the next episode.

Don Sumple: Thank you, Steve guiding us through this. Really appreciate it.

Bill Keen: Thanks, Steve.

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