

20 THINGS

YOU DIDN'T KNOW ABOUT SCOTT UNTIL NOW

What are 3 words people use to describe you?

Knowledgeable, Ethical, Leader

If happiness was the national currency, what kind of work would make you rich?

Playing trumpet professionally and leading my jazz quintet, Gibraltar, playing jazz festivals all over the world.

Name one thing not many people know about you.

When I was a sophomore in high school, I built a wind tunnel to test various airplane wing designs and was awarded the Army Aviation Association award at the Minnesota State Science Fair.

What did you want to be when you were a child?

A commercial architect. My dad taught architectural drafting and carpentry and always had architectural magazines around the house.

What are you most grateful for in your life?

Great parents who instilled me with a solid worth ethic and allowed me to participate in sports, music, and academic activities while growing up.

What is the best advice you've ever been given?

Never give up. Never, ever give up.

What are your Top 3 all-time favorite movies?

I tend to watch sports rather than movies. If pressed, favorite movies include *Fargo*, *Taken* (all three in the series) and *Top Gun: Maverick*.

What is your greatest achievement and how has it shaped you?

The formation of my jazz quintet, Gibraltar, followed by a main-stage performance at the 2004 Chandler AZ Jazz Festival and later, the recording of my CD, "In the Jungle", which included 8 songs that I wrote. The fact that I was able to: 1] form a quintet, 2] play in an established jazz festival, and 3] record a CD gave me confidence in leadership as well as speaking and playing in front of crowds.

What book has influenced you the most and why?

The books I read tend not to be business books. I have read all the Brad Thor and Vince Flynn/Kyle Mills thrillers. Those haven't influenced my life but have provided an escape from reading all the technical stuff I must read daily. I constantly read articles on insurance strategies and financial, business, and estate planning to keep current.

What one thing have you not done in your life that you really want to do?

I'd like to have a home or a summer place on a lake.

What is your favorite quote and who said it?

"History has demonstrated that the most notable winners usually encountered heartbreaking obstacles before they triumphed. They won because they refused to become discouraged by their defeats." B.C. Forbes



Scott E. Mounger
CLU®, ChFC®, CASL®, RICP®, CIF®
Founder



“ I have the privilege of getting involved in people’s lives, finding out what their concerns are, and then providing solutions to get them to where they need to be. ”

“ My goal is to help others do better. ”

[If you could have dinner with any one person, living or dead, who would they be and why?](#)

A childhood hero was Fran Tarkenton, Hall-of-fame quarterback for the Minnesota Vikings and later, the New York Giants. I was fortunate to have a 45-minute one-on-one conversation with him in his Atlanta office in 2019 and was invited to his 80th birthday party in 2020. But I would love to have the opportunity to have dinner with him and hear all his great stories. After he met Sam Walton and after his football career, he started 25 successful businesses.

[What words of wisdom would you pass on to your childhood self?](#)

As soon as you can, decide what you really want out of life and then do everything possible to make that a reality.

[List one thing you wish you could change about yourself?](#)

I need to stop trying to do too many things at once. I get bored easily, so I find myself attracted to a wide range of interests, often called “Shiny Object Syndrome.”

[What is something you think people should do at least once in their lives?](#)

Everyone should volunteer at a food bank, or build houses for the homeless, or something that benefits the community where you live. I was fortunate to be in the Rogers, MN Rotary Club where one of our projects was to build “Beds for Kids” and to deliver them to single mothers who had children that had been sleeping on the floor.

[Who is one of your heroes and why?](#)

Don Ellis, a professional trumpet player who led his own big band and was a pioneer using odd time signatures. Instead of time signatures like 4/4 or 3/4, he and his band’s composers used time signatures like 11/4 and 33/16. When Don’s band played “Take Five,” famous for its 5/4-time signature, they played it in 4/4. Don also played his trumpet through synthesizers and an echo-plex, and had a quarter-tone trumpet that had 4 valves and an extra note between each normal note. Those were revolutionary ideas in jazz. He died in a plane crash in Minnesota in his 40s. My college jazz band played 5 or 6 of his tunes and I once had pizza with him and his band members following a concert. I was 19 at the time, so that is a wonderful memory.

[What is your most treasured memory?](#)

Spending time at my in-laws’ lake cottage in Minnesota. We spent many weekends water skiing. This provided a lot of family time with my son, Brant.

[What job would you be terrible at?](#)

Professional baseball player. Why? In eighth grade, I tried out for my high school’s baseball team. The coach put me in at shortstop because I was fast. A senior hit a line drive that hit me in the chest and knocked the wind out of me. I took my glove and walked home. That was probably the shortest baseball career in history – one pitch!

[If you were to die tomorrow, what would be your biggest regret?](#)

Not spending more time with my Dad (deceased) and my son, Brant, who lives in NYC. Brant and I have very long phone calls, sometimes stretching to 3 or 4 hours, but we don’t get to see each other as much as we would like.

[If you could live in a book, TV show or movie, what would it be and why?](#)

I would have liked to have been a trumpet player in the Tonight Show (starring Johnny Carson) band, led by Doc Severinsen. Doc has always been a favorite trumpet player of mine and I know (and played with) Pete Christlieb (Tenor Sax) and Conte Condoli (Trumpet), who were members of that band. I think it would have been a blast to play with that band and to see the nightly humor of that show.

OSTB Wealth Strategies and Scott Mounger do not render tax, legal, or accounting advice. OSTB Wealth Strategies and Scott Mounger are not affiliated with or endorsed by the Social Security Administration or any government agency. All written and recorded content is for information purposes only.

OSTB Wealth Strategies | scott@ostbwealth.com | ostbwealth.com | Direct: (480) 848-5558 Mobile: (763) 248-2661