

PODCAST GUEST · MEDIA KIT

DAVID BEFORT



*“Control your capital
— or somebody else will.”*



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FULL BIO



David Befort is a retired Air Force fighter pilot turned financial strategist who teaches disciplined high performers how to take control of their capital.

**Lt. Col., USAF (Ret.) · A-10 Pilot · CEO of CoSpark ·
Authorized IBC Practitioner**

Over more than two decades in uniform, David flew the A-10 Warthog through multiple combat tours. But the decision that shaped his second act happened on the ground: before leaving active duty, he had quietly built his own capital bridge — a full year of living expenses he could access on his own terms.

“Without that, I might have stuck it out another 10 years doing something I didn’t want to do.”

That bridge was built on a process most people have never been shown: the Infinite Banking Concept — using properly designed whole life policies as a personal banking system rather than a product to be sold. David has practiced it personally since 2010, and he has never taught anything he hasn’t executed himself.

Today he applies those same principles at scale. As CEO of CoSpark — a community-owned financial network — David is living proof that the model works beyond the whiteboard.

He is the author of *Infinite Banking for Pilots*, *Infinite Banking for Real Estate Investors*, and *Infinite Banking for Business Owners*. For four years he has co-hosted the *Wealth Warehouse Podcast*, and he now hosts *The David Befort Show*.

David doesn’t pitch. He challenges. His whole approach rests on one wager he makes with every audience: “I’m either a moron for paying high premium — or I know something you don’t. You decide.” He is also a husband and father of seven, and every financial decision he makes is built to be inherited.





SPEAKING TOPICS

Signature Themes



Becoming Your Own Banker

- What the Infinite Banking Concept actually is — a process, not a product
- Identifying 3 types of behaviors: Debtor, Saver, and Wealth Creator
- Uncovering the problem behind the problem — and why disciplined high earners still feel one bad year from trouble
- How control and certainty beat chasing rate of return



The Fighter Pilot's Decision Framework

- Flying A-10s in combat vs. running three companies and a family of nine
- Discipline and consistency as the real engine of wealth
- Turning down the “golden handcuffs” — and what made it possible
- Identifying the risk and building a plan to eliminate it, mitigate it, or manage it



One Dollar, Two Jobs

- How can the same dollar do two jobs at once? The mechanics, demystified
- Velocity of capital vs. parking money and starting over each year
- When you have capital, opportunity will find you

SPEAKING TOPICS

Going Deeper

The Challenge to Conventional Wisdom

"Rethink your thinking." David challenges the financial advice his audience was raised on — by name, and with the logic to back it.

- Where Dave Ramsey and the CFP model leave high performers exposed
- The qualified-plan trap and sequence-of-returns risk

Generational Wealth & Legacy

- Building a financial ecosystem children can inherit and continue
- Certainty beats speed
- Raising disciplined capitalists

Leadership Under Pressure

- Leading as a results-driven, mission-first commander
- From corporate America to founder
- Making decisions from a position of strength

Entrepreneurship — Including the Failures

- Building CoSpark from the ground up
- The deals, the mistakes, the track record openly shared
- Everyone should be in 2 businesses: their operational business and the banking business

Capital as a Force Multiplier

- Capitalization as access, not just savings
- Deploying capital allocation strategies
- The case for controlling the banking function in your life

PLATFORMS & PODCASTS

Where the audience finds him



The David Befort Show

HOST · WEEKLY VIDEO

A weekly video conversation built on three pillars: finance, leadership, and entrepreneurship. David sits down with operators, veterans, and builders to challenge conventional wisdom and unpack the real decisions behind their success — failures included. Guests don't have to agree with him; respectful disagreement is part of the format.

Wealth Warehouse

CO-HOST · 200+ EPISODES

The IBC-focused show co-hosted with Paul Fugere. Four-plus years and 200+ weekly episodes — the deep-education channel for controlling the banking function at the individual level.

CoSpark

CEO · AT SCALE

A community-owned financial network. The proof, at scale, that the model works — with members as partners.

CREDENTIALS & AUTHORITY

Practice what you preach.

- **Lieutenant Colonel, U.S. Air Force (Retired)** — A-10 Warthog attack pilot, multiple combat tours, ~22 years of service.
- **Authorized IBC Practitioner** — Nelson Nash Institute. Practicing the Infinite Banking Concept personally since 2010.
- **Walks the Talk** — personally owns 15 whole life policies as the foundation of his personal financial system.
- **CEO, CoSpark** — community-owned financial network.
- **Co-Host, Wealth Warehouse Podcast** — 4+ years, 200+ weekly episodes.
- **Author** — *Infinite Banking for Pilots* · *Infinite Banking for Real Estate Investors* · *Infinite Banking for Business Owners*.
- **Father of seven** — building a financial legacy designed to be inherited and perpetuated.



MESSAGING FOCUS FOR HOSTS

- 01** **Control over commentary.** David has executed everything he teaches — at personal and institutional scale. No theory without practice.
- 02** **A process, not a pitch.** Infinite Banking framed as a system to master, never a product to buy. Direct, never salesy.
- 03** **Challenge, then proof.** He questions conventional wisdom by name — and lets the math, logic and his own track record do the work.
- 04** **One takeaway every listener can use.** Concrete, slightly contrarian, and built for disciplined high performers.

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