

Ray Edwards Show, Episode 294

Why You'll Never Be Productive, Rich, or Happy

Ray: Ray Edwards Show, Episode 294, Why You'll Never Be Productive, Rich or Happy

Announcer: It's the *Ray Edwards Show.* This is the podcast for prosperity with purpose.

[background noise]

Ray: Well, this should be a cheerful episode.

Sean: Yes, you really started off on a good note there.

Ray: I like to get attention in the beginning. I like to set the tone.

Sean: Well, you certainly did that here.

Ray: Well, let me explain a little bit.

Sean: Let me explain. Let me explain something to you. Let me explain something to you, all right?

Ray: Okay donkey.

Sean: All right, let me explain this to you right now.

Ray: All right, go ahead.

Sean: I don't know what I'm explaining but I have something to explain. [laughs] I'm Kermit- I'm Kermit from Louisiana.

Ray: Kermit from Louisiana, okay. [laughs] We'll just leave that in. [laughs]. Here's my premise for today's episode. I think most people who listen to this show are entrepreneurial success-oriented kind of people, lot of people who listen to the show are probably achievers on the StrengthsFinders, if you believe those things.

Sean: Right.

Ray: We could do a whole show on what I think about personality assessment tests because-

Sean: Sci*Show*, the YouTube channel I like to watch, they started a psychology sub channel.



Ray: Did they talk about this?

Sean: Yes, they-

Ray: And what's their conclusion?

Sean: Their conclusion that all but one is pretty much garbage.

Ray: So I think they're like cold reading.

Sean:Yes and the one that everyone thinks is the mainstay is not.

Ray: The Myers-Briggs?

Sean: Correct. I can't even remember the name of the one that they said because one of the criteria they said that was necessary for them to work was they have to be repeatable, you have to get the same results multiple times and the problem with pretty much all the personality tests is that you can give someone the same test with modify questions so that they don't answer the same way and they will come out with-- they can come out with totally different personality types. I mean, the same person taking the test at different times of the day.

Ray: That's very, very interesting. You don't know the one that they think actually works.

Sean: I can't remember. It was-- I had not heard of it before.

Ray: Is it the Enneagram?

Sean: No.

Ray: No. Well, so now we've upset a lot of people already [laughs] and that's not even our main topic.

Sean: Let's just be fair that I like the *SciShow*. I think they do a good job but they're also not the voice of God. They could be wrong.

Ray: They could be. Here's my-- I'll just say this and then we'll move on, my problem with these personality assessments are they're easy to manipulate. If you don't like the result you got, you can-- I can anyway go back and take the test again and get the result I want.

Sean: Well, my other big problem about them is that they're self-reporting.

Ray: Well yes, which is a problem all in and of itself.

Sean: I mean, we will answer questions in the way that we think [crosstalk], even on a subconscious level, you just can't really stop yourself from doing that to a degree.



Ray: We are not good self assessors.

Sean: No.

Ray: Okay.

Sean: So really you need a good consistent personality test and then you need someone who knows you really well to take it in your place.

Ray: Interesting. I'm going to find out if there is such a test. [laughs] This actually does tie into what we're talking about today, because I want to talk about the success oriented person who's never satisfied, who never seems to hit the target. I mean, I know people who have had the same goals for 10 or 20 years, who has the same goal every year and who never hit it, who experience great-

Sean: We're not talking about best year ever already are we?

Ray: No, no. [laughs] -who experience great ups and downs but always seem to settle in at a certain level; financially, relationally, emotionally. It's like they have a home where they live in those areas and they can't seem to break out and they're not happy, they're not wealthy, they're not productive which are three common things that I think most people in this category that the people who are interested in self-improvement, who are interested in having their own business, those two usually go together to some degree or another.

They have this someday when kind of mentality, that someday when I get to these benchmarks, I'll be happy, and I think if they keep following the same past that they've been on. I mean, if you've been repeating a pattern for 20 years, it's not going to change next year if you do the same crap you did last year.

Sean: Right and let's not fall into the trope of the definition of insanity is because that's not the definition of insanity.

Ray: It's not the definition of insanity and Einstein didn't say it. So please stop that. Snoops people.

Sean: Although sometimes, they're wrong.

Ray: That's true. So if you keep following this path, if any of this rings true for you, you don't have to admit it, you can put on headphones so nobody knows what you're listening to, and you want to become productive, rich or happy, there is a way. I'll explain why you're having this problem.

Sean: Will you explain it to me?

Ray: I will explain it to you and I will explain what to do about it.

Sean: Thank you. Have you seen Miss Piggy?



Ray: Yes I have.

[background noise]

Ray: Spiritual foundations this week comes from Romans, Chapter 12, in verse 2 says, "Do not be conformed to this world but be transformed by the renewing of your mind that you may prove what is that good and acceptable and perfect will of God".

So what this means is that we are not to conform to the pattern of the world to how things are. We are to prove the will of God and the will of God is that things be on Earth as they are in heaven. That's what Jesus told the disciples to pray when they said, "Lord, teach us how to pray." He said, "Pray like this" and the first words of that prayer, "Our Father in heaven, hallowed be Your name, Your kingdom come, Your will be done, on earth as it is in heaven" and so this is our job, to prove the will of God, the good and exceptional and perfect will of God that we bring the atmosphere of heaven to earth, the king's dominion, the king's domain becomes the reality on Earth and we do this by becoming transformed by the renewing of our mind, in other words, by thinking and learning and finding new patterns of thought.

This is how you become a transformed person, you first transform your mind.

[background noise]

Ray: So today, I'm going to encourage you to zero base every environment in your life. You might ask, "What is zero basing?" Zero-based budgeting according to Wikipedia, the knower of all things, is a method of budgeting in which all expenses must be justified for each new period. So it starts from a zero base, every function within an organization is analyzed for its needs and costs, now what that means practically is you're going to zero base your budget. It means you start from zero. You don't have a list of things you're going to already buy that's already listed and estimated costs.

You analyze every cost as it comes up, you start from zero and every expense has to justify itself. You can't say, "Well, I've been doing-- I've been paying this every month for like 10 years now, I'm going to keep on paying it." So zero basing means to start from zero. We did this recently because our debit cards were compromised and we had to zero base everything because everything that was an automatic payments was failing so I had to go back and look and say, "Well, what is this" and oh my gosh I've been paying them for how long and I don't even know what it is so it's a good exercise to go through without waiting for that thing to happen. I'm going to encourage you to zero base your life and specifically, I want to talk about the environments that you find yourself in.

There are environments in our life that are our spiritual environment, which includes like where we go to church, who we are around, who we talk about with spiritual matters with. There's mental environment. It's what you allow to go into your mind, what you consciously put in your mind, what you unconsciously allow into your mind, the discussions you have with people and so forth. There's your emotional File name: REP294.mp3



environment, which you allow certain emotions to run in your life. You can argue with me about that but you're wrong. Relational environment, physical environment which is the easiest to understand, we all get that. My physical environment right now is driving me nuts because it looks like a tornado came through this office. So that's something I'm going to work on. I'm going to zero base my physical environment later today that's what made me think of this segment. Your vocational environment, your job, your work and your financial environment. So what I'm suggesting is if you're dissatisfied with where you are in life and this ties together with our main topic today. One thing to do is just zero base the whole deal. I would suggest doing it one thing at a time so zero basing your physical environment would look like this. What I'm going to do with this office is I'm going to move everything that's in here that's not nailed down out and then everything that comes back in has to justify itself to me.

I'll pick up every object and look at it and say, "Why did you deserve to come into my office?" Okay, I'm not literally going to do that.

Sean: This green Expo marker pen, why do you deserve? Because I am the color of money and it's low odor.

Ray: So you get in.

Zero basing the spiritual, mental, emotional, relational, physical, vocational and financial areas of your life can leave you feeling a lot more peaceful, a lot more organized and everything then in your life at that point is something you consciously chose instead of unconsciously accepted and if you don't think that's powerful, just go through this exercise in one area of your life and when you begin to see the things you unconsciously tolerate, I think you'll be shocked.

[background noise]

Ray: Okay, on to the happy part of the show. Now, why you'll never be productive, rich or happy.

Sean: Oh good, I was just couldn't wait.

Ray: I've got seven reasons why you'll never be productive, rich or happy and then after I talk to these reasons, I'll have some suggestions about what you can do about them. Reason number one you'll never be productive, rich or happy. You're just as productive, rich and happy right now as you think you should be and as you want to be.

You're making exactly the amount of money you want to make right now. You're living in exactly the house you want to live in right now and you may say, "Well, no that's not true Ray."

Follow my reasoning on this. You arrived where you are because of choices you made leading up to this point in life and you can argue about this, say, "Well, there were things that happened that were out of my control, the unexpected." Here's the



thing about the unexpected, it should not surprise us because it happens all the freaking time. People who are chronically late.

Sean: Can I philosophize on this point for just a second?

Ray: I'm certain you can.

Sean: Because this is part of something I've been writing. This whole idea that your circumstances and surroundings trap you and/or people is ridiculous. It's so freaking ridiculously obvious that I couldn't believe that I see it before. Look around us, look at the houses, look at airplanes, look at every piece of innovation, look at every thought, every movie, every piece of art. None of these things existed in and of themselves. They're all created, modified. Humans used their surroundings, the things around them and constructed the things that we see around us. Now to take this even a step further to imply that people can be trapped by their surroundings or are inextricably trapped by their surroundings is to deny the very nature of mankind.

Because, man- in order to survive at the most basic primitive level, must employ his mind to modify his surroundings to meet his needs. A man cannot hunt innately. He cannot grow food innately. Like a tiger, it knows. It has instincts. It is born with natural strength, natural speed, natural hunting instincts. Humans are not. We do not know how-- if we want to hunt, we have to learn how. If we want to grow food, we have to learn how. If we want a shelter, we have to learn how to use the resources around us to build a shelter. If we want clothing, we have to figure out how to make clothing.

The very thing that makes us human? The ability to learn to abstract and then to modify our surroundings to better suit our lives. That's what makes us human. So then for us to say in the modern world, "Oh, there were circumstances outside of my control that kept me from doing what I wanted."

How do you think a cave man would respond to such a freaking statement. Now, he wouldn't understand you. I'm talking about a fully developed human.

Ray: I think he would respond like this [grunt].

Sean: I mean, a primitive human, fully developed, if they heard you say that, they would go, "That's ridiculous bro. [laughs] Stop making excuses and do something with your life."

Ray: Yes, exactly.

Sean: Because it's human nature to redefine your surroundings to better suit your life. It's how we have to survive. It's just-- it just is.

Ray: So people say things like, "I'm late because of traffic." Really? Was traffic a surprise? Have you never experienced traffic before? Did it not occur to you to leave 15 or 20 minutes earlier because there might be traffic. "I missed my flight because



the security line was too long." I guess that was something you never experienced before, a long security line.

Sean: Right or even if you take it up a level, it's like, "Oh, I can't find a job. I'm poor and I'm trapped in my condition because I can't find a job." Really? Well, have you tried maybe learning something new? Or have you tried looking in new areas? All we're trying to say is these are self-imposed limitations on people.

Ray: Yes.

Sean: And it's denying the very nature of what it means to be a human to say that surroundi— that humans are trapped by their surroundings and their environment and are defined by them. No. We define our environments. That's what it means to be human.

Ray: Okay. I got six more of these.

Sean: Okay.

Ray: It's cool. We did not talk about this ahead of time. I'm so glad we're not actually debating these yet.

Number two reason that you'll never be productive, rich or happy. Most people are thermostats, pre-programmed and unaware of it.

Sean: Oh yeah.

Ray: They don't realize that they're running a program that keeps them at a certain level of success mentally, physically, emotionally, relationally. They are always adjusting back to the program.

Number three reason you'll never be productive, rich or happy. Most people have many scotoma. Scotoma is a partial loss of vision or a blind spot in otherwise normal visual field.

These are the things you don't see about yourself that other people see. This is like the person who's been married five times and got a divorce every time who doesn't see there's a common element.

Sean: Them?

Ray: Exactly. Or the person who's had 10 jobs in the last three years and they say, "Every, boss I have is an idiot." Really? "Every boss I have is a jerk. There are no good jobs."

Sean: Now, either you have a remarkable ability to find-- to hone in with 100% accuracy to find jobs that are run by horrible bosses, which is could be a skill that you could monetize if you wanted to think that hard. Or, or, or [laughs]



Ray: There's something you're doing-

Sean: The simpler explanation-

Ray: -is that.

Sean: -then you're having some paranormal extrasensory ability to find jobs with bad bosses. Is the problem is you.

Ray: Scotoma. Number four reason you'll never be productive, rich or happy. Most people have no one who will tell them the truth.

Sean: Oh God. I can philosophize on this point too but I won't.

Ray: Go ahead just a little bit.

Sean: Why do we feel it necessary to pander to other people's insecurities?

Ray: You're talking about stuff like people's ability to sing. On *American Idol*, this was always so sad to me, is people would show up for the auditions and they would sing and they would be horrible. They would be crushed in that first round of auditions because all their life, all the people around them had told them, "You're wonderful."

Sean: "You're wonderful," because they don't want to hurt their feelings.

Ray: They did not want to say, "You sound like a cat with its neck stuck in a car door."

Sean: Right. I mean, it's an attempt to make people feel better and be "kind" but in the long run, it just hurts people.

Ray: You're setting them up for huge disappointment and pain later.

The number five reason you'll never be productive, rich or happy. Most people are unwilling to experience discomfort. There is a lie that we are somehow told, at least in western culture, that the goal of everyday life is to be comfortable. Well, if you're comfortable, you will most likely wind up broke, fat and stupid because building wealth, being healthy and increasing your level of knowledge all require activities that are uncomfortable.

Sean: Yes they do.

Ray: Number six reason that you'll never be productive, rich or happy. Most have condition themselves to scratch the itch of the things they desire, productivity, wealth, happiness. They've conditioned themselves to scratch the itch by thinking about being productive, rich and happy without actually doing those things.



One example that comes to mind in the business that we're in, the success and business education industry is I know lots of people who never become successful in a business because they keep buying courses. It's as if they feel that by buying the course, they're doing something.

Sean: Right, well, yes.

Ray: They're confusing activity with accomplishment.

Sean: Yes, interesting. I met with a good friend of mine recently. best friend from college and we were discussing, he brought up a minister that we both heard speak who came to school that we were both in and teach for a couple of days on a rather controversial topic. I won't go into it. It was a very interesting message, but his-- my friend asked me, he's like, "How long do you think he works with these kinds of people? What type of success do you think he has helping these broken people and restoring to them?" and I said, just kind of a knee jerk reaction, "Well, I don't know how much he actually does that so much as he travels around talking to churches, telling them how to do it." As it came out of my mouth, I was like, "Oh, that's kind of sad." He came back around a few minutes later and said, "You know, when you said that it's like I think that's what like most Christian ministers are doing, if you think about it. They're not actually in the trenches doing the work. They're going to churches, talking to people about doing the work and then everyone feels like they've done something."

Ray: We have a bingo.

Sean: You know and that's just sad. No ones actually out there loving on people, we're all just talking about it.

Ray: Yes. One of the things that I do admire that Tony Robbins does in his work with Cloé Madanes in the counseling business that they are partners in is they do these interventions which you can buy the videos of and watch the interventions with people. They intervene in marriages that are breaking apart, in the lives of people who are going to commit suicide and then they follow up with them a year later.

It's one thing to have somebody say, "I've gone through a personal transformation right here right now. I'm totally different, I'm completely healed of this scar".

Sean: Right, yes.

Ray: It's another thing to check back with them a year later-

Sean: And see if that "stuck."

Ray: Yes and they have a very high success rate of people for whom the change stuck. I really respect that. But most people are not wiling to do the work. They've learned to satisfy the desire by just thinking about or playing at.



Sean: Yes, buying courses, going to conferences, getting on webinars.

Ray: Right.

Sean: Reading new e-books.

Ray: All good things if you actually do something with it.

Sean: Right.

Ray: And reason number seven you'll never be productive, rich or happy is being productive, rich or happy is a matter of being. Not first doing or achieving. You have to be a certain kind of person, a disciplined person for instance. A person who says what you'll do and the you do what you said.

So now that you've been splashed in the face with a bucket of cold, harsh reality. How about we talk what you do about these things?

Sean: Don't give me excuses, be human and adapt and overcome, dang it.

Ray: You can have your excuses or you can have results.

Sean: I like that.

Ray: But you can't have both.

Sean: No. I like that. Did you come up with that or did someone else say that?

Ray: I think somebody else said that though. Might have been Brian Tracy.

Sean: Good one.

Ray: So what to do about it? Number one-- these tie back to the first seven so you can refer back in the show notes. Number one, admit that you're just as productive, rich and happy as you think you should be right now. Own your situation, take responsibility for your life, stop evading, shaming, blaming, justifying and telling your story about why you're stuck where you are. Stop all that. It's ridiculous.

Sean: Stop complaining that you have to learn to hunt to survive.

Ray: We all know it's not true.

Sean: Stop complaining that you have to be human to be human.

Ray: I'm going to stop pretending I know what you meant by that.

Sean: [laughs] What I meant by that was humans, by their nature change their environment, as I was saying earlier. So if people are coming with pathetic excuses,



what they're doing is they're coming up with excuses for why they're not acting human.

Ray: Got it. The second step toward actually becoming productive, rich and happy. These are the things you have to do. If you're going to become productive, rich and happy. Number two, recognize your thermostatic nature. Recognize that you are programmed. Now, the brain is not a computer. It is not made up of little switches, ones and zeros.

Sean: And at this point, we do not need to be afraid of AI no matter what Elon Musk has to say about it.

Ray: He thinks we're living in the matrix anyway.

Sean: As brilliant as that man is, everyone needs to stay in their on wheel house.

Ray: Yes.

Sean: That's really the- Yes.

Ray: Yes. So the more vehemently you deny that you're programmed, that just tells me the more programmed you are. You have to decide to become the programmer instead of simply running the program you've been given.

Sean: Yes and to change your thermostat requires effort.

Ray: And obviously I'm using a thermostat as a metaphor. I'm saying it's like a thermostat. It's like you have a set point. The most easily accessible idea that can help you figure this out is about money. You have a set point of how much money you feel you should be making and plus or minus 5% or so, you've been making that for quite some time now, adjust it for inflation, it will surprise you how far it goes back. This is why people who win the lottery usually within two years or so are right back where they were before. Recognize your thermostatic nature and decide you're going to become the programmer instead of simply running the program.

The number three step to becoming productive, rich and happy is figure out what your scotoma are and work to eliminate them. Figure out your blind spots. Now, this is going to require a painful exercise. It ties to number four so I'll go ahead and give you step number four, find people who will tell you the truth and instead of arguing with them, listen to them. When they're the one person who says, "You now, you don't' really sing all that well."

Sean: Right. [laughs]

Ray: Don't automatically jump into defense mode and say, "But everybody else says I sing really well."

Sean: Right.



Ray: Stop and listen to what they had to say and here's a good suggestion about how to approach all your beliefs. Don't believe everything you think.

Sean: [laughs] Yes.

Ray: Until you've taken the time to figure out why you think and believe it. It's easy, just start asking yourself some uncomfortable questions. "Why do I believe this?"

Sean: Yes. Two great questions are, "according to whom" and "by what standard".

Ray: That's really good. Did you come up with that?

Sean: No. That was Miss Rand.

Ray: I'd like to get her on the show sometime.

Sean: Yes, that would be quite a feat.

Ray: It would be.

Sean: If you could do that-- well, let's just say the very nature of human existence would fundamentally change.

Ray: I'm going to work on that.

Sean: She's dead. That's why it would be so revolutionary.

Ray: But on *Futurama*, they had all those famous people's heads in jars.

Sean: I want to know how they did that because many of those people died before they somehow invented this head in jar technology.

Ray: And the head was decomposed.

Sean: Right. How they get Nixon's head? Because he showed up a lot in that show.

Ray: DNA regeneration.

Sean: Even tough he had all of Nixon's memories?

Ray: It was in Jurassic Park.

Sean: Okay. Whatever. So what are we on, number five?

Ray: Yes, embrace discomfort as an indication of growth and progress. When you're exercising and you're building strength, here's how you know it's working.

Sean: When it's uncomfortable?

Ray: It hurts.



Sean: [laughs] yes.

Ray: It hurts.

Sean: No, not like in the sharp ow, you're tearing something hurt.

Ray: No. But in the-- I'm pushing hard against heavy resistance and it's difficult.

Sean: And I'm up against my limit.

Ray: And so you're very uncomfortable. There's a t-shirt that I love, I think it's a marine court t-shirt, it says, "Pain is merely weakness leaving the body."

Sean: Oh yes.

Ray: I know if you got your arm caught in a table saw-

Sean: That's not really--

Ray: That's not really applicable. That's not what we're talking about. Any worthwhile achievement of a deep, meaningful relationship of great physical health and conditioning, of financial wealth, anything worth achieving at a high level is going to require of you discomfort.

Sean: Yes.

Ray: If you think it all has to be easy, you will live an easy life and you will not be productive, rich or happy.

Sean: No.

Ray: And if that's-- if you're okay with that, then it's not my place to tell you that's wrong. [laughs] Just don't complain about the fact that you don't get anything done, you're broke and you're miserable. Some people have become very friendly with their misery.

Sean: Yes. Yes, they have.

Ray: And they think that other people should take care of the problem.

Sean: Yes. They've decided to use their own misery as a weapon against other people.

Ray: Number six, the number six step to actually becoming productive, rich, and happy. Recondition yourself to only feel the itch being scratched by achievement, not merely by activity.



Sean: Now, I would even say, you don't really even need to recondition yourself because the feeling of achievement from actually doing something is far greater than just thinking about it.

Ray: But I think there is reconditioning required for a lot of people because they've become so habituated-

Sean: Yes, but it's more like a scales falling off the eyes of a-

Ray: When you look and say, "Well, I started this year with a thousand people on my e-mail list and I've done a lot of e-mail list building stuff. I'm taking a lot of courses, read a lot of e-books, watch a lot of webinars, placed a lot of opt-in forms on my website and now I have 976 people on my e-mail list." You haven't achieved anything.

Sean: No, no.

Ray: You have failed.

Sean: Yes.

Ray: So you need to only feel the satisfaction, that's like scratching an itch, when you actually get something done. And finally, step number seven, in order to be productive, rich and happy. Figure out who you must become to get where you want to go.

Sean: Well I think that that's just pretty powerful.

Ray: This is the leverage point. This is the inflection point. This is the thing from which all these other things spring because you will never behave inconsistently with your self-perceived identity. If you think you're a lazy, average person who's never going to make more than minimum wage and who the best you can hope for is that welfare and social security will take care of you for the rest of your life. If that's who you think you are, that's the experience you're going to have of life. You can be in that circumstance and you can realize this is not who I am. This is just some stuff that happened. I'm going to change this. I don't need anybody's permission. It's not a matter of who will let me. [laughs] It's a matter of who will stop me.

Sean: Who said that?

Ray: Howard Roark. Fictional character created by-

Sean: Miss. Rand.

Ray: Ms. Rand. So there you go. Those are the seven reasons why you'll never be productive, rich or happy if you let those reasons prevail in your life and we've also given you seven actions that you can take to counteract those forces and actually become as productive, rich, and happy as you are truly capable of being.



Sean: Yes.

Ray: Yes.

Sean: Yes. All right, we'll if you found today's show helpful, please subscribe to it using the Apple Podcast directory and give us a rating and a review. Make sure to put your real name in the website **[unintelligible 00:34:03]** itself and theoretically, we'll mention you at some point on this show. And to get the transcript and show notes, please go to rayedwards.com/294 and you can right click and Save As to get the PDF transcript.

Ray: So I hope that this didn't feel like a downer. If you received it in the spirit in which it was intended, this should fire up your hope engine. You should be fired up and ready to go out and get something done, experience a little discomfort and a little progress.

Sean: Yes. There you go.

Ray: Try it. It's really addicting. Until next week. I pray that God blesses you, that He inspires you to get off your butt and go to work and that He does more for you than you can ask or even possibly imagine and maybe it'll take the form of discomfort.

Sean: Maybe.

Ray: What am I going to do with that?

Sean: I don't know.

Ray: Feel.

Sean: See you. Bye.

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