



Ray Edwards Show, Episode 307

Seven Beliefs That Create Success

Ray Edwards: Ray Edward Show episode 307. Seven beliefs that create success.

Recorded voice: It's The Ray Edwards Show, this is the podcast for prosperity with purpose.

[music] Let's change the world and watch your business grow. Welcome to The Ray Edwards Show, The Ray Edwards Show.

Ray Edwards: Today we're going to begin to examine and share some of our core beliefs, how they influence our business, our personal lives, our behavior, and how we arrived at these beliefs.

Sean: I think it's important for the listeners to understand a new mode of operation that's organically begun to happen on these podcasts. That is,-- I have no idea what we're talking about going into these now. [laughs]

Ray: I think that's good because it becomes more of a conversation.

Sean: Yes, it does.

Ray: In the past what we did was, I would have a definite almost, not scripted, but close to scripted plan.

Sean: Bullet pointed.

Ray: Then I would give you the script and your comments would take us off on rabbit trails, and I was always fighting to get back to the plan. I have a direction I'm going and I have the seven beliefs.

Sean: Right, yes. I just want people to know that when you said the name of the podcast, that was my first time hearing it as well. [laughs]

Ray: The reason that we're doing this now, like the last episode we did was the Don Miller episode, and I thought that was one of the best episodes we've ever done. It was also one of the most conversational naturally evolving episodes we've ever done. That's my goal for this one as well.

Sean: I even pulled my computer out to look at the notes. As I was doing it I was like, "What? What am I doing? I don't want this thing."

Ray: No.

Sean: I don't want to know what we're doing [laughs], it's so much more fun.



Ray: Coming up, we're going to talk about the seven beliefs that create success and why we stand for these things, and this is just the beginning.

Sean: I hope I believe them.

Ray: I hope you do too.

Sean: Because I don't make for--

Ray: Well, if you don't then that'll be a good discussion.

Sean: [laughs]

Recorded voice: Does anyone want to live a life that is long and prosperous? Spiritual foundations.

Ray: All right, we're going to go back to for spiritual foundations. A story we've referenced many times, but I really want to drive home a point. In this instance, I'm going to just read the whole thing from start to finish.

We're talking about, is it lawful to pay taxes to Caesar? This is I believe, one of the most misinterpreted passages of New Testament scripture. The Pharisees when-- what?

Sean: [laughs] Whenever I'm talking to Christian socialists, both on the left and the right.

Ray: Yes, I get it.

Sean: They always bring up this passage. It's like, "Render into Caesar." As long as it's a tax, we can just do whatever the heck we want. We don't have to talk about the morality of it? [laughs]

Ray: We're in alignment because this is not Jesus being pro-taxes. Let's go for it, "These Pharisees went and plotted how they might entangle Him in His talk and they sent to Him their disciples with the Herodias saying, "Teacher, we know that you are true and teach the way of God and truths. Nor do you care about anyone for you do not regard the person of men. Tell us therefore, what do you think? Is it lawful to pay taxes to Caesar, or not?""

Sean: I've read this passage a lot, but I had never noticed that preamble.

Ray: It's so slimy.

Sean: Then, to say you don't care about men?

Ray: Yes, it literally says, "Nor do you care about anyone, for you do not regard the person of men."



Sean: These people are approaching Jesus, and the first things out of their mouth are A flattery, which is totally unauthentic. Flattery, to try to butter Him up. Then, they set the premise that He doesn't care about men, or people, or anyone. That's how they come to Him? Is that the perception they had of Him?

Ray: Well, apparently that's the perception they wanted Him to think they had. He goes on to say, "But Jesus perceived their wickedness and said, "Why do you test me hypocrites? Show me the tax money."" He got right to the source. They brought Him a denarius. Now, this is not the Mother of dragons.

Sean: Storm Barn. Breaker of chains.

Ray: Now, different denarius. This was a coin of the realm which was a lot of money. Jesus said to them, "Whose image and inscription is this?" They said to him, "Cesar's." He said to them, "Render therefore to Cesar the things that are Cesar's and to God the things that are God's." When they had heard these words, they marveled and left Him and went their way. Now, I always thought, it seems a little weird that they marveled because it's a clever answer. But marveled? When you do a little digging, you realize that Jesus was not saying, "Taxes are cool," so you should pay your taxes and taxes are just totally fine.

Sean: Like I'm down with the government and it's cool.

Ray: It's not what He was saying. He answered their question as he almost always did with another question. He didn't answer the question. He basically was saying, "Wrong question." "Whose image and inscription is this?" The image on the coin was Cesar's image and the inscription, if you look historically said in essence, "Cesar, the son of God."

When Jesus was asking whose image and whose inscription, He was referencing things that the Jews would understand that they're made in the image of God, imago Dei or an image of God, and He was also referencing the Shema, "Hear, O Israel, the Lord your God He is one." He was saying, "You can give that coin to Cesar but you belong to God."

Sean: Interesting.

Ray: I think the reason they marveled was, what he said was seditious. He was saying, "We are not subject to this realm and I am the Son of God." So they marveled and they left Him, and they went their way. They went off to plot to kill Him. This guy was not going to fall in line.

Sean: I think He had the call Himself God first before they plotted to kill Him, right? Wasn't that instant instigator when He said, "I am --"

Ray: Yes, but I was-

Sean: That was the straw that brought the camels back.



Ray: - shortening the narrative. The main point I'm trying to make is, this was not about paying taxes. This was about who are you?

Sean: Right. Well, these were Sadducees, right?

Ray: These are the Pharisees. The Sadducees came next.

Sean: Okay. The Pharisees A, they're already just trying to trick Him up because they want Him to either say, "Don't pay taxes," and then they can report Him to the Romans and say, "Look, He's trying to inspire a rebellion." Or He can say, "Pay taxes," and He can look to His followers and say, "Hey, look. The Messiah that's supposed to overthrow Rome, He's saying you should pay taxes to Rome." Then the premise says, "You --" It's like, "Hey, we've got to butter you up with some flattery and we know that you don't care about anyone." What a weird misinterpretation, misunderstanding of Jesus?

Ray: Here's a totally off-the-path question? Well, not totally. Who are the Pharisees of today? Who are the religious professionals who are so caught up in their system that they've created, that they're unwilling to accept the truth of the Gospel as it really stands? Who has an organization and an empire of their own to protect? It's a question worth exploring on your own.

Recorded voice: Now, simple hacks that make life cheaper, easier, and faster. Ray's tip of the week.

Ray: Tip of the week. This is something I discovered as I was updating my iPhone 8 plus. Here's a good idea. Delete all your apps and only add them back as you must have them. Because I found that I-- I have two screens. I have my home screen and I have these screen that's behind it. The screen that's behind has some folders, and I have a bunch of apps in the folders. I realized I had dozens and dozens of apps that I never used. So I deleted them all. I'm only adding them back as I actually need them. I discovered that I might have an app problem. You're like this is news to you.

Sean: Application anonymous. Hi, my name is Sean.

Ray: I'm an appaholic.

Sean: I'm an appaholic.

Ray: Hi Sean. This week I bought seven apps.

Sean: I haven't even opened them.

Ray: They all do the same thing. It's just a simple move and I think it's worth trying. You can't understand the power of it unless you actually do it yourself.

Sean: Don't know the power of the dark side. Release your applications. So be it Jedi.

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Ray: Oh, that was good.

Recorded voice: Now, our feature presentation.

Ray: Okay, let's get into it.

Sean: Let's get into it.

Ray: Seven beliefs that create success. These are the things that I say we stand for. If you want to debate me you may. Number one, this is actually less of a belief as I look at it and more of a category of beliefs. Spiritual foundations. What I mean by this is having a clearly defined worldview. I don't think you can have a worldview without having your spiritual worldview being part of it. it's not separable.

Sean: Right.

Ray: You can't have the quote real world view, and then the spiritual world view because if you do, you've fallen into a grave error.

Sean: Yes.

Ray: Discuss.

Sean: I don't even know where to begin on that one.

Ray: Well, let's start with Plato.

Sean: Start with Plato.

Ray: So many conversations start with Plato.

Sean: So many start with Plato, which really Plato was a student of Socrates. Socrates was a great skeptic. Well, skeptic didn't really exist back then, but it definitely influenced Plato. Well, what are you wanting to discuss here because it can go so many different directions?

Ray: I believe that the important thing for us to discuss is this idea that there is this physical world which is flawed and sinful, and there's a better world that is more true, is more of the ideal.

Sean: Well, I don't even know how to attack that one. I mean it's just so--That is a Greek idea that starts with Plato. I mean it starts with the Greeks and Plato really puts it into-- he codifies it and canonizes it. What it is, is really an evidence. It's really actually the evidence of the brilliant power of the human mind because we're able to construct a worldview that is completely detached from reality. Which A, is both amazing and scary. We're able, unlike animals, we can abstract away from nature. We can categorize and we can understand how these things interact with each other and then we can anticipate how they're going to interact with each other. We can do all this stuff.

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As we continue to do that and we build upon idea, upon idea, well, if we make an error in our thinking, in our categorization, in our understanding of how things interact, then our ideas can become disconnected from reality. Those are invalid ideas.

Ray: The challenge that I see people encounter, especially people who are Christians, they think this is the accurate view of reality because they believe it's scriptural. Like if your Christians say things like, "This world is not my home. I can't wait to get to the world where I belong.

Sean: Right, yes, things like that.

Ray: Heaven."

Sean: There is only one reality.

Ray: This one.

Sean: This one. That doesn't mean that heaven doesn't exist but it's not a separate reality, it is just a reality that we don't interact with on a regular basis.

Ray: The idea that heaven is the higher spiritual world is not a New Testament, Judeo-Christian idea, it is a Platonised conception of reality.

Sean: So, one thing that I find that's interesting that happens especially in this form. Plato really crystallized the idea that everything is aspiring to a form. As they called it or an ideal or whatever. So all trees are attempting to express a perfect expression of treeness.

Somewhere out there is an idea of treeness and there is the ultimate tree. Every tree is attempting to be that tree. That's true of everything. There's madness, there's world, whatever. We're all aspiring and we're in this material world that is a mixture of reality and unreal things, which A doesn't even make sense because if something doesn't exist-

Ray: It doesn't exist.

Sean: -it doesn't exist. It doesn't like attach to other things and co-mingle because they don't exist. [laughs]

Ray: Yes.

Sean: It's nothing. [laughs] Basically this idea that we're aspiring to this higher Rome and we're down here in this dirty Rome, A, isn't it Judeo idea it is thoroughly a platonic idea. I used to say a Greek idea. I don't say that anymore because there was another Greek philosopher that gave us much better understanding of the world. [laughs] Aristotle.



Ray: Yes. So this concept of the ideal is a mental construct. It doesn't exist.

Sean: It's a mental castle. It doesn't exist anywhere, except inside of your own mind. We all know people who have constructed their own delusions. We go, "Look, they're living in their own lie. They're denying these aspects of their life for whatever." We look down on that. Most of us implicitly live out of a reality. A worldview where it's like, "Well, this world is for spiritual." We're like, "Well, this world is falling and sinful." If we're not spiritual, I mean, if we're not religious, well, maybe like well-- We have this idea that there's this more real realm and then we're in this less real imperfect realm.

Ray: For those of you who are listening and saying, "But Ray, I thought you were a Christian?" I am. I believe in God. I believe in Jesus Christ his son. I believe in the redemption of the human race and the redemption of the planet. I believe in the new heavens and the new earth. I believe that it's all part of reality.

Sean: One reality.

Ray: The one reality. These other ideas just are not biblical.

Sean: No.

Ray: We're not going to dig too much deeper into that, but I want to leave you with that thought and also this question to ask yourself. Where did you get your ideas about all this? Where did they come from? Did you consciously sift through the possible explanations of reality and make a decision based on your own reasoning power that, "Okay, I believe this is how things are."? Or were you just handed a set of really conflicting beliefs that don't even line up with each other?

Sean: They seem to make sense. The person who told them to you maybe strung them together in a way that made sense in that moment, which happens a lot on Sunday mornings.

Ray: Did I say that?

Sean: Yes, you did.

Ray: [laughs] That whole thing, the Sunday morning thing, where we're all in a building and a guy stands up-

Sean: Because usually it's a guy.

Ray: -and orates. Then--

Sean: Because most of these places have a problem with women doing that.



Ray: Yes. That whole thing is a Greek idea. That's a Greek tradition that we adapted in the church really from pagan temples. That's another discussion, but it's worth digging into.

Belief number two, virtuous prosperity. I was watching an amazing interview with Jim Caviezel, who if you don't remember,-

Sean: He's Jesus.

Ray: -he was Jesus in the *Passion of the Christ*. Caviezel is a radical believer.

Sean: Yes, I knew that.

Ray: As he was giving his story and his testimony. There were some amazing things that happened during the filming of that movie. I didn't even realize this. When he was hanging on the cross, he literally had lost 60 pounds and he had a heart problem that he was unaware of. If you watched the movie, his body is kind of blue. That was not makeup. He actually was blue because he also had double pneumonia. He couldn't breathe, which is exactly what happened to--

Sean: Jesus.

Ray: On the cross. That's what happens when you are crucified, you die of suffocation, asphyxiation [unintelligible 00:19:30].

Sean: You can only hold yourself up so long until you collapse on your lungs.

Ray: Well, when he was hanging up there and they're filming the final scene, he saw a bright light and felt like he went to another reality and He was watching things from outside of his body.

Sean: Another reality.

Ray: He was struck by lightning.

Sean: What?

Ray: Yes.

Sean: During the filming?

Ray: During the filming. Yes. That's just a story I thought I'd share.

My point is, he was talking about prosperity. He said, "The point of our existence and our walk as Christians is not prosperity." I thought, "Oh. I love your story. I love your passion, and I love your belief your faith, but you just went off path," because Jesus said, "I came so that you might have life and have it in abundance." Which is prosperity. Now, that doesn't mean everybody has equal amounts of prosperity. It



doesn't mean that everybody is rich and everybody's perfectly healthy and everybody's perfectly wise and nobody has any problems.

So, how can we say that virtuous prosperity is a belief, a value worth holding and pursuing? What I believe were instructed to make the most of what we've been given. To be productive, to be fruitful, and multiply. That was our first assignment.

Sean: Well, I think it even-- I think you'd agree with this, I mean, it goes back to a lot of things. A misconception about money, a misconception about all these sort of things. But if you really go back to it, and this comes from-- I believe Rand was the first one to really articulate this, but maybe I'm wrong on that point.

Ray: That would be Ayn Rand.

Sean: Yes. One of the things that makes humans, and I'm going to get to prosperity. One of the things that makes humans distinct from the rest of reality is in the other animals or the living organisms, is that we are not born with our survival mechanism built in, baked into our psyche. Like other animals have hunting instincts or grazing instincts, or predatory evasion instincts. They have survival mechanisms built into their nature.

Ray: Do you mean we're not born with preexisting knowledge implanted in our brain?

Sean: Correct. So we're not born with hunting instincts, we're not born with grazing instincts or farming instincts or things like that, nor are we born with great speed or great strength or sharp teeth or great claws. We're not built to hunt and survive like the other animals. In fact, the only mechanism that we have to survive is our ability to abstract. Is our ability to look at the world around us and to see how these different entities interact with each other, learn those systems and patterns and then make use of them to better our lives. Just because we're hungry doesn't mean we get food. We have to learn how to hunt, or we have to learn how to grow or graze. Just because we're cold doesn't mean we get warm, we don't have heating instincts.

Ray: We have to abstract, we have to reason and say to ourselves, "While we were out yesterday and Fred got eaten by a tiger. So I should avoid Tigers."

Sean: Exactly. We do those sorts of things and that's how we survive. So really the basis of human survival and life, comes from the mind and comes from our ability to understand the world around us. If our ability to survive and advance our life comes from our mind and in executing what we learn to promote our life, then if we continue along that train, then virtuous prosperity just means that you've applied your mind to create things that sustain and advance life.

Ray: Yes, this actually blends into the next beliefs that I have listed, or value. These are really more values. Which is number three, is, rational, virtuous self-interest.



Sean: Now, an important point here, we are advocates of self-interest and dare we even say selfishness. But one of the greatest lies that have been perpetrated upon humanity is that you have two choices in this life, and that is to be a selfish brute that doesn't give a care about other people and uses them for their own gain.

Ray: Regardless of the moral implications of whatever they're doing.

Sean: Just so that you can get ahead, you will step on and cut off people's heads without pause or remorse or to be a selfless monk or whatever. To have no value for yourself--

Ray: To put everyone else's interest above your own including your survival.

Sean: Exactly. Those have been the two options that have been offered to mankind throughout history and they're both terrible.

Ray: Here's a way to know. You need to put up a red flag when somebody says to you, "Look, there are two choices. You're either A or B." Hold on.

Sean: Hold on. There are very few scenarios in which that is true.

Ray: Yes. Pretty much the only scenario I know of is existence or nonexistence.

Sean: You are alive or dead.

Ray: This thing exists or it doesn't.

Sean: Yes. Then there are lots of grey areas and details. What were we talking about?

Ray: Rational virtuous self-interest.

Sean: But there's obviously,-- what those two options are in the logical world is called a false dilemma, false dichotomy. I can't remember which d-word.

Ray: Dichotomy I think.

Sean: Which is to say, you limit the choices someone can pick from too much. You say you have A and B but you fail to mention C, D, E, F, you get the point. So then people feel like they're stuck. I mean, this pops up everywhere, it pops into politics. Wolf, we don't have universal health care. We just get a kick all the senior citizens out on the street.

Ray: We hate people, we want them to die. We don't like puppies and we worship satan

Sean: So it's either government welfare or complete destitution on the streets. That's a false dichotomy, that's ridiculous. The same thing happens here, you can either be



a selfish brute or a selfless mat. As in the thing that people walk on not as a person named Matt.

Ray: Matt McWilliams, a hundred bucks.

Sean: There's a third option. You can live for yourself without violating other people's lives and respecting those lives as well.

Ray: In fact, we propose that by living in your own rational self-interest that is the way you can be of most help to other people.

Sean: Because you can then specialize and produce a lot of one value that people want or need in their lives. Then you can trade voluntarily with other people without robbing from them, or without brutalizing them, or without giving up your wealth, at the same time you can trade with each other in a mutually beneficial way.

Ray: Now, if you're a Christian and you're having trouble with this, I would point you to what Jesus stated as being the greatest commandment, to love the Lord your God with all your heart and to love your neighbor as you love yourself.

Sean: Now, if you are a classic altruistic Christian then you really don't love your neighbor. You actually hate your neighbor.

Ray: Because you don't love yourself.

Sean: No, because you think loving yourself is sinful.

Ray: So then you hate yourself and therefore you hate your neighbor.

Sean: In the same way that you judge yourself you're judging your neighbor. So if you're going to love your neighbor you need to love yourself. However, I don't think Jesus is saying there, "Love yourself well so that you can love your neighbor." I think He's assuming that you love yourself. Then He's saying, "oh, so you know how you love yourself and you love what you can create and produce and think and write. Well, just the same capacity, the same high value that you have for yourself, recognize that the people next you also have value."

Ray: Which is consistent with one of his other teachings which is to do unto others as you would have them do unto you.

Sean: Then to really get at it, there's that proverb that says. Blessed is the man who sells grain at a fair price in a time of need.

Ray: That's weird.

Sean: He should give that away. He shouldn't be charging money for that grain in a time of need.



Ray: Value or beliefs number four, reality-based thinking. So we think it's good to think in terms of reality, not in terms of how we wish things were.

Sean: I was about to say, how do you not do reality-based thinking? Then I realized, oh, I did it for a long time.

Ray: People do it all the time.

Sean: I was going to be a joke. Like how do you not do that? Then I was like, no, I've done it a lot.

Ray: So there's a common saying that I think originated in alcoholics anonymous, which says, the definition of insanity is to do the same thing over and over again and expect different results. It's usually attributed to Einstein. Well, first of all, Einstein did not say it.

Sean: Second of all.

Ray: It's not the definition of insanity.

Sean: No.

Ray: But it is a crazy way to live. Because it doesn't acknowledge reality.

Sean: However, insanity, I did look it up. Insanity talks about living in a way that is detached from reality.

Ray: Well, Sean, how do we know what reality is? Who really knows?

Sean: Exactly. I was going to say most people then-- well, they're probably just like what other psychologists, I wanted to say, we probably have an insane spectrum. It's not someone isn't saying, or not saying--

Ray: They're just somewhere on the spectrum.

Sean: They're somewhere on the spectrum. However your idea is devoid from reality is how insane you are. [laughs]

Ray: But Sean, nobody can know for sure what reality is.

Sean: Why?

Ray: It's all subject to how you interpret it man.

Sean: How did you come to that conclusion?

Ray: I need to have a White Russian man.

Sean: What means--

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Ray: I'm going The Big Lebowski route.

Sean: How did you determine that? By what standard?

Ray: That's what other people told me when I was young. I've read things somewhere I think I've heard--

[crosstalk].

Sean: We have optical illusions.

Ray: It all relative man. It's the theory of relativity.

Sean: How do I get out of my own head? How do I know that I'm actually seeing reality and I'm not just trapped in my own consciousness?

Ray: How do I know I'm not just a brain in a vat and scientists are playing tricks on me?

Sean: I'm going to say those are ridiculous questions and first, prove to me that I should even consider them before I respond.

Ray: Yes.

Sean: Don't just baselessly say, "Well, reality doesn't exist," give me a reason.

Ray: There's a story of a zen monk, and I actually like many of the zen parables, or cones as they're known. Forget about all the mysticism that goes with zen Buddhism. These parables, these stories are immensely practical in many cases.

In one case, a student went to the master and said something like, "Master, how do I know that I am not just a dream, an illusion? I am not a real being, I don't really exist?" The master smiled and then punched him squarely in the nose and said, "What hurts?"

I think that was a bit of instruction in reality-based thinking.

Sean: Right. Again, humans are crazy masterful creatures because we can come up with ideas that are completely devoid from reality. Other creatures can't do that. They're completely tied to their surroundings and their reality. It's amazing that we can abstract and conceptualize, and fantasize about all these things, but the danger is when we then decide that this is true and we have no evidence in reality to support it.

Ray: Here's an example, the phenomenon that was a movie and a book called *The Secret*. The secret where you can manifest things in reality. You do it by thinking about them. The example in the movie I think there was a necklace and there was a car. The person in the movie was just thinking about the necklace and visualizing the



necklace. Suddenly, they had the necklace. That's fun to think about, but reality doesn't work that way.

Sean: Right. Some people might say, "Well, what if there are these cosmic, or mystical forces that make that happen?" I'm like, "Well, you've stepped too far away from reality because you do not live your day to day life like that. You do not get into your car and not buckle in because you're going to say, "Oh, well you know what? If I just think about not getting into an accident today, I won't." No, you will. I mean, you can, you very well can. Or, it's like, "Oh, I'm on the second storey of this building. I don't want to take the stairs, I'll just jump and because I don't want to break any legs, I'll just think about not breaking any legs." That's ridiculous. You would never do that.

But when we get further enough away from actual activities that occur in reality and we start dancing around in our heads and our wishes, and want, then we can come up with these mental schemes that say, "Oh, maybe there's a mystical force that will bring this car to me." No, nothing works that way, [laughs] only in people's imaginations.

Ray: Again, if you're listening and saying, "What? But you're a Christian, don't you believe in prayer and the power of prayer, and God's working in your life?" Yes.

Sean: Yes.

Ray: I believe in that and I believe that He said you reap what you sow.

Sean: I believe that God is not some magician who can break reality at will. [chuckles] That would violate his nature.

Ray: Everything He does is within the parameters of the rules He established.

Sean: And within the parameters of His nature.

Ray: We don't know all that.

Sean: No.

Ray: There are certain things that He does that I believe we just can't understand how He does it. That doesn't mean there's not a mechanism that makes it happen.

Sean: Right, think about radio. Before we discovered radio waves, the idea that you could talk into one thing and then, hear that hundreds of miles away would be magic.

Ray: There's another reality, there's voices in the air.

Sean: Right yes, exactly. That's what it would've seemed like, but then we discovered, "Oh wait, there are these things called radio waves that we did not know existed." Radio's not magic, it is a causal phenomenon. It is within the system of



reality, it makes sense. Germs. Germs are the same way, we had to discover those. There's another thing so small you can't see them.

Ray: Your stomachache is caused by little gnomes living in your stomach.

Sean: Right.

Sean: But once-- "Oh, wait. No, look, we discover this." I think we both believe when it comes to God and the supernatural and the miraculous is that it appears miraculous to us because we have a limited understanding of reality but there is a castle mechanism at play. That is playing by rules that are defined ultimately by the nature of God.

Ray: Of late I really think a lot about what we're doing as we explore the spiritual side of our life, we're exploring and learning the technologies of God.

Sean: That's maybe one way to think about it. Yes.

Ray: Value number-

Sean: Yes. Because we've got to be moving.

Ray: Yes. Value number five is non-evasiveness.

Sean: Oh, man. This is brutal and sobering.

Ray: This is one we've been working on a lot lately. I've had numerous conversations with people about this because non-evasiveness means I will not evade facing reality.

Sean: A good example of that that I used to explain to people is like, let's say you're at work and you have a boss presumably, or someone that you are accountable to. You know that maybe you didn't do something right or something is late or whatever and you get an email or text or a phone call from your boss. Most of us will be tempted not to pick it up or to answer or to look at the email. Its like, "Oh, I don't want to look at that. I don't want to look at that. I don't want to know what's on that email because if my boss is yelling at me I don't want to know it." So we just like, "Man, I'm going to watch you tube right now?" That's a very small instance of evasion, but what you're basically doing is you're saying, if I don't look at this problem it won't exist.

That's what we're trying to do. If you really take an honest assessment of evasion, of evading things that you don't want to look at, what you're really doing is, "Well, while I'm procrastinating or putting this off, I'm pretending this problem doesn't exist so that I can continue to enjoy whatever it is I'm enjoying." But you're evading reality. That is never going to help you in the long run. Never. Evasion never helps you.



Ray: It comes out in weird ways like-- I won't go in to too much detail but yesterday I was particularly stressed out. I had a number of things on my mind and I said something very insensitive to you. Yesterday morning. It cut you and so you responded with the appropriate like, "I feel like you just attack me." I had some time in a reading time when that initial spirited discussion that we had.

Sean: We do have them, just so you know.

Ray: Yes. We do.

Sean: We are people, we can get into disagreements.

Ray: As I had time to consider what was going on I realized what's happening is I'm evading something that I've been feeling. I need to face that and deal with it and I also need to go back to Sean and say, "Hey, I'm really sorry. This was not about you, this was me evading something that I haven't dealt with. Here's what it is and so I just want you to know that it has got nothing to do with you. It was totally me and I get that."

Sean: Yes. It's so powerful, and I appreciated that, just people know. We have powerful communication. Sometimes we have to be very honest with each other and sometimes those discussions get heated and spirited, but we do come back around. Usually one of us will go, "Yes. You are right."

[laughter]

Yes. I was wrong. I was doing something stupid. But the thing even going deeper than that is, when we evade something, not only does it not help us, it hurts us. I found it increases my stress because it takes this problem that I don't want to think about and it puts it just outside of reach but out there it turns into this cloud. This ambiguous vague thing that I'm not dealing with. I remember specifically, we were by in a coffee shop. There were all these technical things going on. There was this one piece, I'll just be really transparent about it. It was how we allocate the purchase price to what's actually in the shop and what we're buying.

Ray: It was so complicated.

Sean: Yes. This was just one piece. This was one piece that I was dealing with and I was so stressed out with trying to learn how to run the shop with the business transfer and everything. I evaded it. I was like, "All right. Our CPA and our lawyer just tell me what to do. One of you look at this and make it happen." Honestly, that was not fair of me. That was my decision to make, not them. So, I was like, "All right. You think for me because I don't want to address this thing."

Ray: They were saying, "No, you need to think through this."

Sean: It's like, "Oh, I think you need to do this. You need to do that." So, over the course of a month, it was just kept building in this vague, vague cloud because there



was so much other words. I didn't want to look at it. Well, when I finally, one evening, I was like, "Okay. You know what, Sean? You're just evading this thing." I realized it one night like you're evading it because you don't want to look at it. You're afraid of what's you all. Everything else is going on. You don't want to add another thing so if you just evade it, it's less stress but actually it's causing more stress because you're not just dealing with it. I opened it up, I read through all the emails that had gone back and forth. Within five minutes, all of that stress disappeared because I realized it was easy. I could solve this problem.

Ray: It just took a few minutes of concentrated thought.

Sean: Right. I just wrote out, and I was like, "All right, guys, this is how I want to allocate the assets." Both the CPA and the lawyer were like, "Sounds good." It was done. A month of stress over that thing because I was evading it.

Ray: Such a common story. I've had that happen so many times. I believe I'm learning not to do that. I believe I'm picking up on the symbols, the signals, "Oh, wait a minute, I'm evading something here."

Now, we get to the point, the sixth belief that leads to success. If you've been thinking to yourself, "What the heck has this got to do with business?" Well, this will start to bring it home. By the way, everything we've said has everything to do with business.

Sean: Has everything to do with life, business.

Ray: It's because you haven't figured these things out that you have so many problems.

Sean: You have stress and that you're not happy.

Ray: The sixth belief or value that we hold that is a paramount importance to your success is productivity.

Sean: Oh, my God. In the Christian circles, this is such a distorted thing because they're like, "Man, I can't wait to get to heaven when I don't have to work."

Ray: Well, you're going to be in for a disappointment.

Sean: I'm like, "Woah, woah." Because yes, A, I'm like, you're in for a disappointment, and B, I have to step back. It's really easy for me to go, "Why would you think that way?" I have to remind myself, "I used to think that way." Not to get to--

Ray: Most Christians do think that way.

Sean: Right. I used to think that way. Don't get too high up--



Ray: Work is part of the curse.

Sean: It's like, "Don't get too high up on your horse. Just high enough to show people the way." People are like, "Oh, man, yes, I want to go to heaven, the corn's going to grow all by itself and we're just going to be able to enjoy--"

Ray: We're going to live in mansions and streets of gold.

Sean: "We're going to drink lemonade and sit on our rocking chairs and not have to do anything."

Ray: We'll all be drinking that free bubble up and eating that rainbow stew.

Sean: You're right. I'm sorry, you'll die doing that.

Ray: Your soul will die.

Sean: Your creative, your you will not exist. It will have nothing to do. If we go back to the nature of humanity, or one aspect of it as compared to the animals, it's that in order to survive and thrive, we must work. It's not a curse, it's a joy because, when you understand what you're doing and you love yourself and everything, you enjoy the process of creating because you're taking these elements, these mechanisms, these laws of nature and your mind is brilliant enough to figure out how to manipulate them and use them to your own advantage. Through the process of working, whatever it is, if it's writing, if it's working in a quarry, whatever it is. If it's building buildings--

Ray: If it's making hamburgers.

Sean: If it's running railroads, whatever it is, you are modifying reality. Your mind is changing reality through a causal way, not through magic, and you should take joy in that. We do. We implicitly, we do. We step back from something we've done and we go, "Man, I'm proud of that." We almost feel guilty about it, as well. Don't. That type of productivity is what makes you human, part of what makes you human.

Ray: God set the example. However you interpret the opening chapters of Genesis, the creation story. Whether you interpret it totally literally or you interpret it as being more metaphorical, however you look at it, the same truth is there, that God set an example where he created the heavens and the Earth. Then, he stepped back-

Sean: And said it was good.

Ray: -and appreciated what he had done.

Sean: Exactly. Then if we go back to the curse, we notice that he said, be fruitful and multiple and expand the garden. Expanding the garden, again, we're going back to that story. What is that? Presumably, outside the garden, it was wild terrain. Inside the garden, it was cultivated. That sounds like work to me.



Ray: This was before the curse?

Sean: Right. It sounds like God said, "Hey, here's a planet. I created this little safe place for you. There's a whole world of exciting and dangerous things out there. Your job is to go explore it and to subdue it and to make it beautiful."

Ray: You are the Genesis device.

Sean: Right. [laughs] That's awesome because if you think about productivity and work not as a, "Okay, I got to go to this work and enter data all day and then, I come home exhausted because I've been staring at a computer screen all day." That's not the work we're talking about. That's laborious, we'll get there, AI will take care of a lot of that stuff. We're talking about where you actually employ your mind to create something. That's really powerful, life-giving work.

Ray: Yes. What is part of the curse is that there would be thorns and thistles and through the sweat of your brow, you would toil.

Sean: Yes. You would toil and the ground would only produce thorns and thistles. The curse is working and not reaping the benefit of that work.

Ray: Not being productive.

Sean: Let me put it this way. The original design was to work and reap the benefits of that work, and the curse is to work and not reap the benefits of that work. That's the curse. You're not going to go to heaven and not work because you would not be happy.

Ray: The seventh belief or value is legacy. We're building accomplishments, and we're building them for future generations to enjoy, and for future generations to appreciate. Whatever work you're doing, whether you feel it is small or large, whether you feel your gifting is great, or maybe not so great. Maybe your gifting is something that you feel is lesser than. Doing the best work you can, being as productive as you can in the best way you can, and leaving a legacy of that work.

Think about it this way. If you believe you're going to live forever, if you believe that you're in eternity and you're going to go on into eternity, everything we do will continue to be part of our legacy. It doesn't start like after we die, and after the end of time.

Sean: All right. Now let's hit the reset button.

Ray: If you start thinking of everything we build, everything we write, draw, paint. Every piece of music we write, every task we accomplish as part of our legacy, doesn't that change and shift the way we go about them?

Sean: Then, some people might even-- because I had to think through this briefly. Because in our kingdom stream, we believe in leaving a legacy for future



generations, but as I began to study philosophy I was like, "Well, is that a valid belief, or is that altruism leaking into--" Because it was kind of altruistic. Work for the people that aren't alive yet. Build a better world for them.

Then I go, "Well you could argue it from an altruistic perspective, but to be honest, I wish the people before me had done that." Some of them did, but I wish more people. I wish the world was in a better place than it is right now. That would only have been possible if people had done what we're talking about. I'm going to do what I wish other people had done before me because that's the kind of life that I would've wanted.

Ray: That sounds familiar.

Sean: Right.

Ray: Okay, so the seven beliefs or values that bring about and create success, that are vital for your business success and your success in life, and in your relationships, in your family, in your satisfaction that you enjoy every day of your existence on this planet, are number one: Strong spiritual foundations. Number two: Practicing virtuous prosperity. Number three: Rational, virtuous, self interest. Number four: Reality based thinking. Number five: Non-evasiveness. Number six: Productivity, and number seven: Legacy.

If you think you can just listen to this episode and go, "That's really wise," and then not change your way of living, you need to listen again.

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You have a quote written out.

Sean: I do. This one comes from Theodore Roosevelt. "Far better is it to dare mighty things, to win glorious triumphs, even though checkered by failure, than to rank with those poor spirits who neither enjoy nor suffer much because they live in a gray twilight that knows not victory nor defeat."

Ray: That's some good stuff. It is.

Sean: So, my prayer for you is that you're in good health, and that you prosper in all things. See you next week.

[music]

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