



# RAY EDWARDS

LIVE WITH JOY LEAD WITH PASSION PROSPER WITH PURPOSE

---

## Self-Propelled Productivity

Hey this is Cliff Ravenscraft from [PodcastAnswerMan.com](http://PodcastAnswerMan.com) and you are listening to the Ray Edwards Show.

---

I am feeling fantastic today and I have good news to share with you in this episode. I want to share with you today about the power of momentum, the tendency of a body in motion to remain in motion. A productive person is likely to remain productive and the opposite is also true, but the good news is that we can intervene in our own lives, so if you're a non-productive person the other side of that quotation is that a body at rest tends to remain at rest, so what can you do about that? You can intervene in your own life and affect these laws of inertia and momentum.

### What if there was a way to turn yourself into self-propelled productivity machine?

You can do it.

Also, I'm looking for new show kickoff recordings, so if you want to send me an mp3 of your golden voice saying something like, hi, this is Lester Mayhem and you're listening to the Ray Edwards Show you can mention your name and the name of your website. You could promote your business tastefully. Send me a recording and I'd be glad to use it at the beginning of the show to kick things off.

I also want to thank those who have been so kind and rated, subscribed to and reviewed this show in iTunes. It helps make the show more popular, helps new listeners find the program and many people are looking for something like this. I am really touched whenever you take the time to write a review and give us a rating. If you would do that I would really appreciate it.

---

### **Tip of the Week**

This week I'm going to encourage you to start "slacking". But it's not what you're thinking. I'm not encouraging you to be lazy because that's not me. I want to encourage you to try an app called "Slack". I'm not sure how to describe it. It's like a private Facebook chat where you can invite members of your team or family to be part of so you can have instant messaging and chat. It pulls in all your other communications channels as well so you have one little app that isn't open to the public.

For us it's been eliminating the back/forth email with family as well as business and slowly reducing the volume of email, which is a huge bonus and benefit. You need to try it because I can't explain it any better. The URL is [Slack.com](http://Slack.com) and there's a link in the show notes at [RayEdwards.com/128](http://RayEdwards.com/128). I'm endorsing it and telling you to start slacking

---

## **Spiritual Foundations**

I have a question that I receive from listeners, readers and even in person which is this... Ray, you say that it's God's will to heal us and that He's still in the business of miraculous healing, yet some people are not healed, why is that? These days since I publicly revealed that I have been diagnosed with Parkinson's Disease, I've had people ask... if God still heals then Ray why are you still sick? If I'm going to be completely transparent with you I'll tell you that I myself have asked that same question of God.

Lord, why is it that some are healed and some are not? What about me? The short answer is I don't know.

There are many explanations that sound good, and yet for every one there is a scripture that seems to disprove it. Think you don't have enough faith? That's what some would say. Then what do you do with the man who didn't even believe Jesus could help his son... and then Jesus just healed the boy, despite the father's lack of faith? The son wasn't even involved, wasn't even there. So much for needing a lot of faith.

Some suggest people are not healed because they have hidden sin in their life that they have to get cleaned up first? Then what about the woman who was caught in the very act of adultery, not who was accused of adultery, but caught in the physical act of adultery. Jesus forgave her and she never said I'm sorry, but He forgave and spared her from the physical death her culture wanted to put her through. So much for getting your act cleaned up.

Then there are interesting passages like the one where Jesus prays for a blind man, and the man is not instantly healed. He reports to the Lord, "I can see men like trees," so it was like he could see a little bit but it was imperfect vision. So what did Jesus do? He prayed again! So if Jesus had to pray twice then it's totally possible that I may have to pray three, four or more times and I'm not so arrogant as to assume I might not need to pray more times.

My real answer goes back to what I started with, I don't know. This is an area of mystery. I believe we must be comfortable living with mystery. I know that God's promise's are true. I know that He promised He will heal every one of us. I also know that it seems that some, (myself included), have not yet been healed. The danger lies in becoming bitter or angry with God, distorting or maligning his personality because he won't do what we want, or even presuming that we know what he should do and when. The danger on the other side of the coin lies in just deciding that God is not going to heal, and that contrary to his word, it must not be his will.

Here's the shocking truth– not everything that happens in this world is God's will. That may freak you out a little, but it's true, and I can prove it. The Bible says that God is not willing that any should perish. The Bible also says many are perishing every day. Therefore, it's clear that not everything that happens is God's will. So since I'm not able to answer this question with any authority, why some are healed and some are not, why some healings are delayed and others are not, again I have to go back to my "short" answer: I don't know. I don't have an opinion and as hard as you might press me, you can force me to have an opinion. I do know whom I have believed and I know He's capable and is in fact carrying out all of his promises.

## **Feature Presentation**

Productivity is so alluring to want to be more productive. Don't we love doing things that make us productive? Don't we love to read about productivity? Don't we love productivity apps? Don't we enjoy conferences and seminars that promise to improve our productivity? And yet, it seems to me that those of us that spend most of the time talking and thinking about productivity probably struggle with it to some degree.

In a recent podcast I heard Michael Hyatt say that you can always tell what people are struggling with, authors and speakers, because of what they're writing and talking about. That is true. I've noticed that myself and I often think that guy talks about that subject a lot so it must be a problem for him. Then I'm clear that I do the same thing.

I talk about productivity so much because I have a feeling that I could always be more productive and the question struck me recently which I now believe is possible, is that I asked myself the question, **can you setup your productivity routine to work just like a self-propelled mower?**

Here's what happened. My wife and I were talking about snow blowers and whether we would require the use of one this coming winter season. The real question we were asking is, are we going to spend the winter in Spokane where we would need one or are we going to spend the winter in San Diego, Phoenix or Sedona, somewhere where we won't need a snow blower? As we discussed it we talked about the fact that we already have one but we would like a self-propelled snow blower.

This harkens back to the days when we got our first self-propelled lawn mower, because when you have a self-propelled device such as a lawnmower a lot of grass gets cut without a lot of pushing required. When you have a self-propelled snow blower, a lot of snow gets blowed without a lot of pushing. It's good to have those machines working for you, because it allows you to get more work done and be less exhausted, which sounds a lot like productivity to me.

That started me thinking, what if you could make your productivity self-propelled. What if you could make your work self-propelled? Therefore, I have five suggestions to give your productivity its own momentum. I'm naive enough to suggest that you can make yourself automatically productive or a perpetual productivity machine, but I believe you can give you productivity its own momentum. You can make it more self-propelled.

### **1. Wake up earlier than most people and accomplish your most difficult or dreaded tasks before others are even awake.**

There are several keys to making this tactic work. First I think the night or afternoon before, define what is the most difficult or dreaded tasks that you have for tomorrow and know what that is before your head hits the pillow tonight. I believe your subconscious/sleeping mind will be working on that problem or task while you sleep. If you had any part of that task that was puzzling you or wasn't clear, I believe it won't be a puzzle or at least it'll be more clear when you wake up refreshed and ready to go the next morning.

Having defined what those tasks are the day before, when you wake up you're ready to hit the ground running to work on this most dreaded or difficult task. So it sets you up to start the day with momentum instead of the wondering, vague, head scratching lumbering around, coming out of the fog of slumber that most experience. You will wake up with more purpose in your step,

clarity in your vision and realize you have to get to it first thing in the morning. That begins your day with momentum.

**2. Block out the first 3-4 hours of your day as your un-interruptible “productivity zone”.**

This has been one of the best things I've done for my productivity. I've stopped scheduling any phone calls or recurring meetings before noon each day, because I have things that need to be done in that time.

Your list of tasks or activities may be different than mine, I get that. Your scheduling may be different if you have children or pets or a loved one that you take care of or a loved one that takes of you or whatever the case may be, but whatever the case, block out those first hours of your working day as your un-interruptible “productivity zone”. Like for me right now, I'm being super productive in my productivity zone. This is the second podcast I'm recording today and I'm doing it in my zone where I'm not interrupted, it's quiet, I'm alone and I'm focused. My phones are turned off, Instant Messenger and even Slack is turned off.

**3. Refuse all inputs until after Noon.**

For me this is the hardest one of all. When I say this I mean don't have any meetings, any phone calls or breakfast get togethers, don't twitter or read the newspaper, email or check voicemails. No information or requests coming in. For me this is the most difficult of all suggestions to follow through on, but the days that I'm closer to the mark on this are the very best days in terms of productivity that I have on a consistent basis.

**4. Learn your own weaknesses and “trick” yourself into success.**

It's okay to trick yourself you do it all the time. I heard David Allen talk about this once when he said, what do you do when you have a special report that you know you have to take to the office tomorrow morning, you know it's important and it's important to your career that you have that report with you? What do you do? Don't you do something like this... you put your keys and/or wallet on top of the report so it's impossible for you to leave the house without taking it with you. That's a trick but it works and it's reliable.

Therefore, I suggest you know your own weaknesses, the areas where you tend to stumble and trick yourself into succeeding. One of the newest additions to my productivity routine is every morning early I go to the gym with my son and we work out hard. This is the hardest exercise I've done in all my life. This is one of those rare times in my life where I can say I'm an athlete in training because I'm working hard and intense everyday. I have to trick myself into smoothing out the path to get me out the door and to the gym every morning six days a week.

How do I do it? I have my gym clothes ready for the next morning, as well as my street clothes for showering afterwards so I don't have to bother my wife. I have my keys, workout towel, and water bottle all ready to go so there's no friction between me and getting out the door and to the gym in the morning. It's a trick and it works.

Another trick I use is to set my clocks fast intentionally. Why? It creates a little twinge of anxiety but it gives me the feeling of it being later than I think it is, which is good for me because I tend to underestimate how long it takes me to do things, including traveling to an appointment and I hate being late. Therefore, this is a trick I use for myself to help me be on time. You can think of your own tricks. Simply know where you're weak and where you stumble and find a way to trick yourself into not doing that anymore.

## 5. Find someone to kick your rear end for you to make sure you stay on track.

I was in a mastermind meeting a few years ago where I was lamenting, at the time I was taking on client work writing copy and productive launch campaigns and I was sharing with the group that I spent so much time working for clients that I never have time to work on my own stuff. I'll break my back to make sure I get a client project in ahead of deadline and better than they expected.

Yet, when it comes to my own products, sales letters, promotions, etc. I can't seem to motivate myself to get it done on time or done with the quality that I will give to a paying client. A friend of mine, Rick Raddatz, said to me, why don't you make yourself your own client and treat yourself like a client would treat you? I said yeah, I've tried that it doesn't work. Rick asked why, what's the difference? I said if a client engages me they're paying me and I said if they paid me \$25k to write the sales letter and expected it at a certain time they'll be unhappy, checking in with me, bugging me, pestering and making sure I'm making progress.

He said so they're riding you? I said yes of course. He said, so you have money on the line? I said yes of course I do they aren't going to pay me and will want their money back. He said okay, here's the solution. Pay me, write me a check for \$25k and I will call you several times a week and kick your butt to make sure you're getting your own projects done. Everyone in the mastermind group laughed and Rick in his usual and sardonic, and I'm sure serious style said no, I'm serious Ray, write me a check for \$25k and I'll do this.

Those are my five suggestions for self-propelled productivity.

- Wake up earlier
- Block out the first 3-4 hours of your day as un-interruptible productivity time
- Refuse all input until afternoon
- Learn your weaknesses and trick yourself into succeeding
- Hire someone to kick your rear end for you.

---

### **What to Do Now**

Be productive and until next time, may God bless you with crazy good favor in every area of your life. I'll talk to you next week.

Also, check out [SuccessTranscripts.com](http://SuccessTranscripts.com) our preferred resource for transcription. Be sure to connect with Janette if you're in need of their services.