



# RAY EDWARDS

LIVE WITH JOY. LEAD WITH PASSION. PROSPER WITH PURPOSE.

**How to Stop**

## **Making Yourself Miserable Episode #175**

**Sean:** Welcome to the Ray Edwards show, where we help you start, run, and grow your own Internet based business... So you can enjoy more freedom in your life.

My name is Sean Edwards, and I'm the host of today's show.

**Ray:** Yeah, stop doing that, stop making yourself miserable. Did you ever see that Bob Newhart clip from some comedy show.

**Sean:** Mad TV.

**Ray:** Where he has this two word counseling method?

**Sean:** Is it two or three?

**Ray:** I thought it was stop it.

**Sean:** I thought it was just stop it.

**Ray:** Maybe it is. But, the lady's afraid of being buried alive in a box. Just Google this, we're not telling you the whole skit, just Google Bob Newhart stop it. You'll find the video and you'll be amused by it. If you're miserable, chances are you're making yourself miserable. If you're not angry with me right now because you're saying I'm not doing it Ray, something else outside of me is making you miserable, maybe. Hang onto that, we'll be talking about how to stop making yourself miserable coming up.

**Sean:** Cool. That will be awesome and we'll get to it right after this.

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### **Spiritual Foundations**

**Ray:** One of the favorite things that Christians, at least in the circles that I run in, like to talk about is when we're feeling stressed out or upset about things or miserable, they like to say... Brother Ray, are you coming from a place of rest? You should just enter into his rest, and usually when I'm getting that advice what I feel like saying is, thanks a lot that's so helpful. I'll show you some rest, come a little closer. I wouldn't say it like that, but you've heard this?

**Sean:** Yes.

**Ray:** I'm not alone in this, don't leave me hanging.

**Sean:** Oh no, it's very common.

**Ray:** There are things that I do in my practice of following Jesus, like I take communion and I confess God's word and speak his promises out loud and I believe there's power in those things, but I also believe that if they are to be effective for us, we do have to do them from a place of rest. So I said what I said at the beginning because I didn't want you to tune me out thinking, great here comes another person telling me to rest, when I can do anything but rest.

There is a scripture in Romans 11:6 that says... *And if by grace than it is no longer of works, otherwise grace is no longer grace, but if it is of works it is no longer grace, otherwise work is no longer work.* What Paul is saying is either you're going to get the gifts of righteousness and grace from God, his salvation, the effectiveness He has working in your life by grace or you're going to get it by performing for it. If we're going to get it by performing for it, boy are we in trouble, because most of us aren't going to perform up to that standard.

We have to relax and let go and let God, another Christian cliché. What does that mean? How do we do that? You can't earn your healing. You can't earn your financial miracle. You can't earn God relieving you of your depression. You can't earn these things, they're only given to you by the grace that you receive from Jesus. It's a result of the work that He did on the cross. It's finished work.

The way I've heard this described best is by Bill Johnson who says, *'It's like you have a bank account that has all the money in the world and you know your bank account is full, you're a billionaire in your bank account, but if you never make a withdrawal from the account or you don't know how to make a withdrawal from the account, you don't have access to it, then it's not doing you any good.'* You have to learn to withdrawal from the bank account and you do this by receiving.

When you go the ATM at the bank, if you put a lot of effort into it does it get you the money any faster? If you punch the buttons harder, hold your face in a certain way or you listen to certain music while you're using the ATM.

**Sean:** No, but some people think that it does.

**Ray:** That's true.

**Sean:** It's just like the crosswalk button.

**Ray:** Or the elevator button.

**Sean:** Right.

**Ray:** If they keep hitting that elevator button it'll go up.

**Sean:** It'll work.

**Ray:** That's not the way it works. You do need to rest. You need to trust that God is good for his promises. You have a revelation that He's already paid for your healing, your financial miracle and your relationship to be restored, whatever it is you believe God is going to do for you. He's going to supply it and nothing is going to stop him from doing that. So, when you declare God's word over yourself, like if you're broke and you say, I'm not poor I'm an

heir to the promises of Abraham, my father owns the cattle of a thousand hills. I'm blessed with all the financial needs of my life met by God, I'm never in a state of want. Yet, you look around and say to yourself, well I don't have those things. Don't think that just by saying those things harder or louder or with more fervor that's going to... just confess it, believe it and then relax. It's a state of not being attached to when the outcome arrives or how it arrives. Just knowing that God is always good for his word, for his promises and then anticipating seeing those promises. It's a state of grace that we enter into. We rest. We don't strive. It doesn't mean we're inactive, we still go to work to get a paycheck. It still works this way.

Stressing about whether or not God's going to deliver on his promises is not going to make him deliver his promises any faster than He would otherwise. I promise you. He doesn't work that way. I like to say this... God is not a vending machine, so you don't just keep putting in quarters thinking if you pay him enough he'll give you what you want. He's also not a slot machine, meaning you keep pulling the handle hoping that someday you'll hit the lucky 7's, that's not how it works. But sometimes, God's timing is a little different than ours and I know that's another Christian cliché, but it's true. He has a different time table.

God's juggling a lot more things in his daytime than either you or I, are. We just have to trust that He knows how to coordinate things so they all happen the way they're supposed to, and when we realize that and we're not striving, hurrying him along and trying to instruct him on how to run the universe, we'll experience less stress and we'll still get everything that He has promised us.

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## **Feature Presentation**

**Sean:** That's right, it's the main topic... how to stop making yourself miserable.

**Ray:** Thank you.

**Sean:** I dreamed a dream.

**Ray:** No, no, do not go there. That is the most depressing song.

**Sean:** Have you heard the guy who can mimic Smeagol sing that entire song in a Smeagol voice?

**Ray:** Yes! We should totally have that on the podcast sometime. It's hilariously.

**Sean:** Okay, back to the topic.

**Ray:** We do make ourselves miserable. Dan Sullivan, who is the creator/founder, along with his wife Babbs, of Strategic Coach which is the organization that probably coaches more of the most successful entrepreneurs than any other organization on earth. He has this teaching that he shares in his Pure Genius program, and he talks about the fact that he noticed in the past, some things in his life worked out the way he wanted and some things didn't. I was listening to this program and thought yeah, that's true. That's the way my life has worked out as well.

Then he says, but for some reason when I tell people that they will agree with me, but then they for some reason expect the future to be completely different than that. I laughed, and most chuckle because that's what we expect. We think in the past things didn't work out exactly every time the way I wanted them to, but in the future when I make this business plan, this plan about my health, about my weight loss, how my vacation trips going to go, it's all going to work out perfectly and when it doesn't we are upset and we're surprised.

**Sean:** We start singing a song, I dreamed a dream.

**Ray:** Something didn't work out.

**Sean:** I dreamed a dream of this going right.

**Ray:** It's so funny that you brought that song up because it's so apropos, actually, when you know the song. Now the dream is gone. So we make ourselves miserable by not recognizing that this pattern is true in life. There are three steps, I think, to making sure that we stay out of miserableness and don't become les miserable, by following these three simple steps.

**Sean:** Okay, what is step one?

**Ray:**

1. Figure out what you're going to do when things work out.

This sounds counterintuitive, because we think if things work out I'm going to celebrate or just be happy because they worked out. I think that's not the best idea. It's a good idea to celebrate, be happy and grateful for sure, that's a great idea. I think it's also important to recognize things worked out and take a moment to pause and analyze and say, why did they work out? What did we do that caused these things to work out? Or, what did we not do but what were external forces that conspired together to help us reach this successful outcome?

Like, we just had the most successful month in our company in our history, profitability and revenue-wise both. So we celebrated, because it was awesome and we want to repeat that in the future. It would be a mistake for us to celebrate and think that's how it is from now on. The true wisdom would come in looking at what we did to cause this month to be different than previous months. How much of that was in our control? How much wasn't? Of the things that were within our control, what can we do to duplicate them to ensure that those circumstances happen the same way next time, because if we use the same recipe we're likely to bake the same cake?

**Sean:** I love the cake analogy. Okay, so what's step two?

**Ray:** As you might guess...

2. What to do when things don't work out.

What most people do when things don't work out is they cry and moan. They complain. They commiserate and to give credit to most of us, we do have a time of pondering. There's a saying, when things go right we tend to party when things go wrong we tend to ponder. There's truth in that, but I wonder how much of the pondering people do when

things go wrong is really productive? Because in my experience, much of it takes the form of how could I be so stupid, I screwed this up again or, even more likely, Bob screwed this up again? I don't know, how could he be so stupid? I don't know why we keep that guy on the team.

Or, the economy sucks again or boy, if there was only a Republican in the White House this never would have happened or, if there was only a Democrat in the White House this never would have happened or, if Ron Paul were in the White House this never would have happened. It's always something outside of ourselves and that's possible, external forces could have something to do with what happened, but I think it's really useful to pay attention when things don't work and notice what was different? Especially if it was something you've enjoyed success in before whether the revenue for your business, the state of your marital relationship or the amount of money in your savings or investment account.

Notice what you did in the past that worked and ask yourself, do we do the same things? Did we suddenly change something? Did we make a new decision? Did we make a decision based on data that was faulty? Where was the breakdown in the system? Identify the breakdown and then prepare a plan for how to prevent that from happening again. Sometimes what happened when things went wrong is totally outside of your control. If there was an earthquake and your house fell into a chasm in the earth, there's not really much you could have done about that, unless you live on a known fault line. Then maybe you should think about the next house you buy maybe won't be on the fault line.

But barring some extreme circumstance like that, sometimes things happen that are just outside your control and I think it's important to recognize those times and not let that color your expectations of the future and not decide life is terrible and that's how it's going to be from now on. Those are what we call accidents and accidents happen.

**Sean:** All right, now what's the last point?

**Ray:** Point three on how to stop making yourself miserable is...

3. Know how to setup your expectations and intention to avoid misery.

What I mean is, let's start with expectations. If you have an expectation, like the person Dan Sullivan was describing at the beginning of this talk, that even though I know that in the past things sometimes work out and sometimes they don't, my expectation is that in the future it's always going to work out perfectly. You aren't going to be happy, you're going to be miserable, because things aren't going to work out and you're not going to understand why. This is where most people are. Most people have an expectation that everything is going to work out. They come up with an idea for a business and we went through this recently ourselves.

We were working through some business plans with someone and the idea came up that if you had three or four more people working for you, all producing at the same level of sales that you've been producing then your revenue goal would be multiplied by four. I'm a positive person, but I was the guy who had to introduce the idea yeah, but will it really work that way? Will all four of those other people produce at the same level that you produce or will it be different? Is it more likely, in fact, that of those four people, one of them will produce 80% of the revenue and the rest of the revenue will be divided up among the rest of them, and probably one or two you'll have to eventually fire.

That's more likely but that's not being a pessimist that's recognizing reality and setting your expectations to match reality.

But then, the other part of this is to set your intentions so that you don't set yourself up for misery. I am a speaker and a writer.

**Sean:** Or miserableness.

**Ray:** So how do you do that? Well, I love the saying... *expect the best yet prepare for the worst*. As long as the intention behind it is not that you expect the worst that's why you're preparing for the worst, expect the best. Figure out what the best case scenario is and be expecting that's what's going to happen and take all the actions that are within your power to cause that to be the outcome, but also have a plan in place.

It's like, if you're training to be a trapeze artist, expect that you're going to be good at it. Expect the best that you're going to learn how to do that triple flip and grab the bar and be amazing up on the high wires, but prepare for the worst. Have a net under you just in case.

**Sean:** Do you have experience training to be a trapeze artist?

**Ray:** Well, it's a little known story from my childhood.

**Sean:** Really!

**Ray:** When I ran away to be part of the circus. It has to do with Darby O'Gill and the Little People. It's a tale for another time.

**Sean:** I look forward to that tale.

**Ray:** So do I. No! I have no experience being a trapeze artist or even trying to. Although, I did read a book about them once.

**Sean:** Did you stay at a Holiday Inn Express?

**Ray:** To summarize step three, set your expectations up in such a way that you're not guaranteeing yourself that you'll be miserable, and set your intention in a way that increases the likelihood that you'll be happy with the outcome.

In fact, there's a gentleman named Raymond Aaron that used to be a client of mine. We worked together for quite some time and I have a ton of respect for him. He wrote a book called *Double Your Income While Doing What You Love*. He has a unique way of setting goals that he calls the MTO goal setting method; Minimum Target Outrageous. So he sets every goal at three different levels and I like doing this myself ever since he taught this to me.

You set the minimum goal at what you can reasonably expect to do based on your past expectation. That's a reasonable expectation. In the past I performed at this level so that's what my minimum goal is.

Your target goal is a bit of a stretch, but with effort you can get there.

The outrageous goal is, this would take a miracle from God.

Raymond taught/teaches that if you work really diligently at mobilizing all your resources to hit the target goal, sometimes it's as if God or the universe or whatever you believe in, conspires to give you the outrageous outcome, it just happens. Some people would say, how lucky you are, isn't that a coincidence? I would say, look at how God stepped in and gave you what you were dreaming of all along, and that can happen sometimes.

You don't go in expecting the outrageous outcome, because if you do much of the time you're going to be disappointed, that's how life works.

So set your expectations and intentions at the proper level.

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**Sean:** Well this has been How to Stop Making Yourself Miserable.

1. What are you going to do when things work out?
2. What to do when things don't work out.
3. Set your expectations and intention to avoid misery.

**Ray:** It sounds simple, but it's like the game Othello. A moment to learn, a lifetime to master.

**Sean:** That's right. Now remember, you can get the show notes, the links and the transcript of this episode at [RayEdwards.com/175](http://RayEdwards.com/175).

And if you get value from these shows and think others would as well, the best thing you could do to help spread the word is to subscribe to the show in iTunes, and give us a rating and review. That causes the show to be more visible in iTunes and more people find out about it.

Dad, any final thoughts?

**Ray:** There's something Tony Robbins once said that I really love and I've used this myself many times and I recommend it to you as well. *Don't be a positive thinker, like seeing the world different than it is. See the world as it is, don't see it worse than it is, then see the world better than it is and make it the way you see it.* I think that's a good maxim to live by.

Until the next time I pray that God continues to bless you and does more for you than you could possibly ask, think or imagine and that He does, in fact, give you your outrageous desires.

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