

7 Questions to Resurrect Your Passion Episode #208

Sean: Welcome to the Ray Edwards Show, my name is Sean Edwards.

Ray: You are sipping a cup of tea.

Sean: I am.

Ray: It is just your cup of tea.

Sean: It is. Maybe it's yours as well.

Ray: I also have a cup of tea. We have the same phenomena that we're working with, kind of the mid-winter scratchies.

Sean: Yes.

Ray: It's okay, because I've taken lots of Echinacea and other natural remedies that probably don't do anything except put the placebo effect into action.

Sean: Yes, but at least the placebo effect works.

Ray: I know right, so what's wrong with the placebo effect? Let's just take those. You ever notice how you're all excited at the beginning of a new thing, like a workout routine or a project, a client or your new business or even relationships? You start out and it's like you're on fire, but with time, the passion often fades. How do you resurrect that passion when the fire seems like it's gone out?

Sean: I don't know.

Ray: That's what we're going to talk about today.

Sean: Excellent.

Ray: The title of this week's episode is kind of like a Rorschach test. It is what you make of it, because I'm sure some people saw it and thought this show was about one thing and some people saw it and thought the show was about something totally else all together.

We'll give you the best way we've found to share your best photos and be inspired by others, if you're into that sort of thing. And, just as an added bonus, the bonus round if you will, how to become a visionary.

Sean: I think the bonus round comes first doesn't it?

Ray: Yes.

Spiritual Foundations

Ray: I see what you did there.

Sean: That was totally intentional.

Ray: Putting first things first.

Sean: I did that on purpose.

Ray: How do you become a visionary? This is a word that gets tossed around a lot. People say Steve Jobs was a visionary. I believe he was. People say that Bill Gates was a visionary. I believe that he is, different than Jobs. But how can you become a visionary? Is it even realistic to think that we, regular mortal beings could become visionaries?

Well, Proverbs 29:18 says, where there is no vision the people parish, lose life, become unrestrained or they go crazy. You must have a vision in order to keep this from happening, I think it's not just for the king of the land it's for the king of the household. It's for people in relationship with one another. It's for the workplace. You must have a vision or things will fall apart.

There's a great book by Oswald Sanders called *Spiritual Leadership* and I want to read you a few quotes that I think relate to this vision thing that come from Sanders' book.

In one passage he says, 'Those who have most powerfully and permanently influenced their generation have been the seers. Men who have seen more and farther than others. Vision includes foresight as well as insight.'

Sean: That's good.

Ray: Sure enough. That's powerful stuff. So we think of being a visionary as seeing the future, but it also means seeing into what's really happening right now, having insight into why things are the way they are.

Sanders also writes, 'Eyes that look are common. Eyes that see are rare.'

I think that's a hat tip to Sherlock Holmes.

He says, 'Vision includes optimism and hope. The pessimist sees the difficulty in every opportunity and the optimist sees an opportunity in every difficulty. The man who sees the difficulty so clearly that he does not discern the possibilities, will be unable to impart inspiration to his followers.'

The last few passages I want to share from the book. He says, 'Vision imparts venturesome-ness. The willingness to take fresh steps of faith when there is a seeming void beneath.'

For some reason this made me think of that scene, you know the one I'm talking about.

Sean: From Indiana Jones, absolutely.

Ray: Yes! You so got that. Only the penitent man will pass.

Sean: I'm pretty sure that was the leap of faith.

Ray: Yes it was.

‘A vision without a task makes a visionary. A task without a vision is drudgery. A vision with a task makes a missionary.’

I don't think this is just talking about missionaries who go to Africa and try to teach the Gospel to people whose language they don't speak. I think we're talking about anybody who's on a mission of any kind, whether it's to get a product to market to solve a problem people are having, whether it's to get fresh water to people who don't have it, whatever your mission happens to be.

I think there are three decisions we can each make in light of the Scripture from Proverbs and the insight from Oswald Sander's book, three decisions that release vision in our lives.

1. Decide to seek both foresight and insight.

Don't decide that you just need one or the other you need both. You may say, how can I just decide that? Let me show you. I'm deciding right now. I've made the decision that I need both foresight and insight. You just make a decision and you step forward.

2. Decide to be optimistic and hope filled, to see an opportunity in every difficulty.

This is tough for a lot of people. A lot of people have been trained to see the difficulty in every opportunity, as Sander's said earlier. I do believe it is something you're trained into doing, I don't think you're born this way. In fact, I think all human beings are born optimistic, otherwise, how would we learn to walk? If you think about it, a baby is basically a paraplegic with no language skills. They're just a blob, dependent upon everyone else to feed them, change them, cloth them, hope no one steps on them or tries to kill them or eat them.

Over time, because they're optimistic they learn to crawl, then to walk, then to talk, then to function in society. Most do.

3. Decide now to never have a vision without a task and to never have a task without a vision.

If you have anything like the challenges that I have sometimes you may find yourself in the middle of a task and ask, why am I doing

this? What was my vision for doing this? Oh, I didn't have a vision I just started doing it.

Make these three decisions and I believe you will be well on your way to being a visionary.

Tip of the Week

Ray: This week is about a great photo site that I've found called 500 Pixels. Have you seen this site?

Sean: No.

Ray: If you just like being inspired by great photos, if you want to go see some photos that will make you want to go take pictures, this site is incredible.

Sean: I take it the pictures are bigger than 500 pixels?

Ray: Yes they are, which I hadn't really thought of that.

Sean: It's a pretty low res picture.

Ray: That would not be awesome, it would be the opposite of awesome. It would be blurry, pixely. The pictures are more high resolution than 500 pixels. There are great photographers that post their work there and they also share how they took the photographs, so it's a great place to be inspired, to learn from other photographers, to be part of a community and also to license your own amazing photographs.

If you have a picture that you want to be paid for, you can post it there and when people use it you can get licensing fees for letting people use your photos. There are currently 50 million photos on the site. It's available as an app for iOS and Android. You can go to the website, but it's more fun to put it on your retina screen iPad and look at the pictures there.

It would probably be super awesome if you had the iPad Pro.

Sean: Probably.

Ray: I do not have one of those, because I do not need one.

Sean: Nope.

Ray: I keep telling myself I really don't need one, because I'm not a graphic artist or anything like that, that's who needs it.

Sean: Yes.

Feature Presentation

Ray: So you've started a business, a project or a new job and when you first started you were passionate about it. You were excited. You could not get it out of your head. It's what you wanted to do. It's what you studied in your off hours. It's what you thought about and worked on and you didn't feel like you were working. Like, when you started your business you would work on the weekends and it wasn't a problem. You'd get up early in the morning and stay up late at night, because it was your baby.

For some of you, maybe you're in that stage of your business right now and you're like yeah, what are you saying? I'm saying that for many people with time, some of that luster begins to fade, that fire begins to cool off and some people actually get to a point where they no longer really much care about the business that they're in.

The one they were passionately in love with when they started it and now they're like eh, I kind of wish I had a job again. I run into these people almost every time I go to a conference or I'm at a speaking engagement, there's always someone who's thinking about selling their business.

Recently I was on the phone with a friend, who was asking what you do when you're bored with your business? I asked this friend, isn't it going well? They said yeah, it's going great, but it bores me beyond belief.

How do you resurrect your passion for that business? I have a list of seven questions that I believe I can give you that you can ask

yourself, and if you will think about each of these questions in a deep and sustained way, I believe you can change your state of mind when it comes to your business, your project, career or whatever it is. This works for any area of your life, but for this we're talking about business. It can change your state of mind from bored to boisterously excited.

1. What was it like when it was new to me?

When I started my business I was as excited as I could possibly be, because I wasn't going to have a boss. I wouldn't have to work with the people I worked with who drove me nuts in the past, not all of them because there were plenty of people that were great. I love you guys. But some of the people were a little irritating.

Sean: It's like that sign, coffee's free tomorrow. Not you, the other people.

Ray: Exactly. So what was it like when it was new to me? It was an adventure to go to the Office Depot and buy pens, notepads, and business cards, so good. That's what it was like then.

2. What did I want to know when I knew nothing?

This is all about getting curious again about your business. What did you want to know? Think back to the beginning of your business, what did you want to know? Did you want to know what it would be like to get that big check? Did you want to know what it would be like to have a bank account balance that you've never had in your life?

I remember the first time we had a bank account balance from the business that was over five figures. I went to your mother and said look, look, look, we've never had a balance that big. You can't tell everyone that, you can't go running around bragging. That would be in poor taste.

Sean: Yes, and people would start asking you for money.

Ray: Amen, because that's what happens. I'm glad those people won, but I still say the lottery is a tax on people who don't understand math.

3. What did I do when I was passionate about this?

I studied new ways to run my business, to manage it. I studied new techniques. I took courses. I went to seminars. I read books. I got on conference calls and webinars. I practiced at my business. I thought about it all the time. I kept a notebook of ideas. These are all things I did when I was passionate about my business and the fact is, I'm still passionate about my business. But some of these questions have arisen from a renewal in passion about my business that happened for me over the past year.

I was never to the point that I was bored or didn't like my business or just wanted to fold it up and quit. I never got to that point, but I had gotten to a point that I would call, comfortable complacency. I had gotten to a point of thinking yeah, I do copywriting, marketing and it was really you who pointed out to me as we were on one of our Q&A calls with Rapid Writing Method students.

Sean: I think so.

Ray: You said to me, you really get fired up when you start talking about copywriting, marketing and I realized yeah! It made me think back to what I did when I first started the business. I got excited all over again and it hasn't worn off, but instead continues to escalate. So this really does work.

4. How did I think when I was passionate about this?

When you were passionate about starting your business, your job or your career or the project you're working on that now seems like it's dragging on forever, how did you think about it? I'll tell you, you were optimistic. You were a positive thinker. You were a possibility thinker. You were a glass half full thinker. When problems came up you were like that's no problem, we'll get over it and around it or we'll drive right through it.

That's how you thought, but as you become less and less passionate, your energy levels drop, your optimism drops and every bump in the road starts to seem like a mountain you have to climb. It's not realistic it's negative unrealism.

5. How did I speak when I was passionate about this?

This is where you have to become conscious of what comes out of your mouth. I'll give you an example after I explain what I mean.

Our words betray us. They betray what's inside of us. The Bible says, and whether you believe the Bible or not, I think you'll agree with this statement. 'Out of the abundance of the heart the mouth speaks.' So whatever's inside of you will come out of your mouth, especially when you're not thinking before you're speaking and you just say stuff.

So, if you say things like, this person that I was speaking about earlier that I was talking to about their business and they told me they were bored. One of the things that this individual said was well, I just see how stupid most people are. I was like dude, really?

I had a consulting client a few years ago and we were having our initial meeting and I was asking the usual questions I ask. One of the questions I'll ask is, tell me about your clients. What I'm looking for is, tell me what their income level is, what kind of people they are, how much money do they spend when they work with you, that kind of thing. But in the meeting with this person's staff I said tell me about your clients. He looked at the table and said, I don't like them very much.

I sat in shocked silence and looked at the others in the room and they were all shocked as well. I remember saying something like, I think we have more work to do here than I thought. Things actually turned out well in the end with that company, but it did take more work than we thought.

So it doesn't have to always be that over the top, it can be more subtle than that. Something I've noticed in my own speech patterns lately when people ask me how I'm doing, how business is, or how's life? I would say I'm crazy busy. Well, that is a complaint and not only that, it's a complaint that you're hoping will get you some bragging rights with people. It's like admire me, see how busy I am. I'm very important and I'm a martyr. I'm busy what are you doing?

When I realized that it looked all kinds of ugly to me and I was like, I'm not saying that anymore. Then someone told me that the word busy stood for...

Bondage
Under
Satan's
Yolk

Then I decided for sure I'm done I'm not busy anymore. So now I say, I am full. I am filled up. It has a whole different connotation and that's the point of, how did you speak when you were passionate about this? The way you spoke when people asked you how you were doing, you'd say I'm super excited and ready to go set the world on fire. Let's go get something done. Let's conquer this.

When problems came up you spoke like this, you'd say that's not a problem we can figure this out. There's always a way to solve a problem like this. But as you lose your passion your speech begins to change and you have little things that creep in that betray your disempowering limiting beliefs. Like, have you ever heard anybody say, I've just got way too much stuff to do and not enough time to do it?

Sean: Yeah.

Ray: That's a limiting belief. It's not true. You have the same amount of time you've always had, infinite time. What you decide to do with that time is up to you.

Sean: That reminds me of something. This is actually something I've never told anyone, a commitment I made that I've never told anyone.

Ray: I'm on the edge of my seat.

Sean: Several years ago I committed never to use the excuse for something, I've just been so busy, because it's not true 99% of the time. It's really because I had poor time management. So if someone's like oh, you forgot to do this. I'd be like I've just been so busy I forgot to call you. I just decided...

Ray: That it wasn't a priority.

Sean: No, it's a lie. So I decided I'm not ever going to say that again.

Ray: I didn't know that, but now I'm thinking if you've ever said that that I can remember.

Sean: I think I have said it maybe once or twice, but it was true.

Ray: I don't remember you ever saying it. That's good. I'm going to join you. I like that.

6. What did I enjoy the most when I was passionate about this?

What I enjoyed the most in the most passionate times as I was learning the copywriting business was, the idea that I could shape words and sentences to cause people to want the product so much that they would literally be pulling their credit card out of their pocket before they finished reading the copy. That I could show them so clearly how it was going to benefit them that they wouldn't wait for the copy to be finished they would just scroll down to the bottom, push the button and say give me this thing.

That was exciting to me and when I started speaking at events and would sometimes offer services or programs at the end of my talk for sale, it was exciting to me to see people get up and run to the back of the room. In the biz we call it a table rush. It was exciting to me. It still is, but if you've lost your passion you have to go back to what made me excited in the beginning. What was it I enjoyed the most? Was it the problem solving, the craft that I engage in or the people I worked with? Revisit those things.

7. What negatives never entered my mind when I was passionate about this?

I can tell you I went through a period where I was so done with working with clients and the reason is because I had signed up a bunch of low paying, high maintenance clients. Think about that, they were paying very little yet they were demanding a lot.

In the beginning I didn't complain about it, but as time went by I began to complain about it. I began to think clients are bad, I need to just sell products. The truth is, I simply needed to upgrade the kind of people that I was working with, because what I never had enter my mind when I was first entering into the business was that there was a bad client. What entered my mind was, I'm amazed that people would pay me to do this.

Sean: Right.

Ray: I would also feel a tremendous responsibility to deliver and serve them to the best of my ability.

So what is it for you? What negatives never entered your mind when you were first passionate about your business or the project you're working on or the craft that you do?

If you're at a place where you've lost the passion, the enthusiasm for your business or for your job if you still have a job, you can resurrect that passion and this works for anything. If you wanted to use this for a friendship you want to revive or a relationship with an important loved one, you could use these questions for that as well. All you have to do is, ask these seven questions and answer them deeply and I believe you can actually revive your passion for that thing whatever that may be.

Let's recap.

Sean: Right, let's do that.

1. What was it like when it was new to me?
2. What did I want to know when I knew nothing?
3. What did I do when I was passionate about this?
4. How did I think when I was passionate about this?
5. How did I speak when I was passionate about this?
6. What did I enjoy the most when I was passionate about this?
7. What negatives never entered my mind when I was passionate about this?

Ray: Those are good questions.

Sean: Yes they are. What's the best way to act on this at a practical level?

Ray: Oh, so you want me to tell you how to use this?

Sean: Yes.

Ray: Here's what I would suggest.

- Journal these questions and their answers. Do it in a journal that no one else will read.
- Be present with the questions and answers, don't do this while you're watching TV or listening to a podcast.
- As you get the answers to these questions about what you were like, what you said, what you did, how you acted, how you thought when you were passionate, act as if you were those things again.

I believe you'll find if you act as if, you'll find yourself becoming passionate all over again.

Sean: Excellent.

Sean: You can find the show notes for this episode, including a transcript by going to RayEdwards.com/208.

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Ray: Yes. I like this quote from Oswald Sanders, so I think I'll leave with this. "Vision includes optimism and hope. The pessimist sees a difficulty in every opportunity. The optimist sees an opportunity in every difficulty."

Until next week, I pray that God continues to bless you and do more for you than you can ask or even possibly imagine. Peace to your house.

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