



The Most Powerful Life Change Force In the World

Episode #261

Ray Edwards: Ray Edwards Show, episode 261. The most powerful life change force in the world.

Voice-over: The Ray Edwards Show. Live your destiny by design. Start, run, and grow your own internet-based business and create the life of your dreams. You can do it. This is The Ray Edwards Show.

[music]

Ray: You remember those few episodes where we had no production in the show?

Speaker 2: Yes.

Ray: I had more than one person - I don't remember how many, so I'm not going to give a number because I would probably exaggerate it. - but more than one person spontaneously contacted me and said something to the effect, "You need to put the music back in because that jingle is half the reason I listen to the show." I don't know how I feel about that.

Speaker 2: Yes, I don't know how I feel about that either. [laughs]

Ray: Are you saying I could just show up, say a few words, play the jingle, we'd be done?

[laughs]

Ray: That doesn't seem as fulfilling to me, but I'm glad you like the jingle.

Speaker 2: What's it, a circus and bread?

Ray: Bread and circuses.

Speaker 2: Bread and circuses. That's what the people want.

Ray: That'll keep them busy.

Speaker 2: Yes.

Ray: Keep them distracted.

Speaker 2: Just think about that, just think about that. The Caesars of old placated the masses, with what?

Ray: Food and entertainment.

Speaker 2: They gave people bread and circuses. Just be wary whenever a government leader offers you bread and circuses.

Ray: Hail Caesars. Okay. Coming up, we'll share with you a free training that will give you the seven steps you can take, to use goal setting to design the life you really want. Not the life people think you should have or that you think you should have, but the life you really want. My goodness, is it okay to even want a life of your own, on your own terms? Perhaps we'll get into that discussion.

Speaker 2: If you can't see me because it's audio, but I have a look of complete disdain on my face.

Ray: He does. He's actually glaring at me.

Speaker 2: Not at you.

Ray: The idea.

Speaker 2: At the concept, yes.

Ray: At the concept, because you know I don't.

Speaker 2: No.

Ray: No. I'll share with you a good way to avoid your own personal 40 years in the desert. Then of course, as a by the way, oh yes, the most powerful life-change force in the world, next.

Voice-over: Putting first things, first and creating prosperity with purpose, this is spiritual foundations.

Ray: Whether you're a spiritual person or not, I believe the key to changing your outcome for the year is hidden within a story from The Bible. Now, you don't need to be religious for this story to help you. If religious kind of stuff bothers you just look at this as an illustration of the power of our thoughts to influence the course of our lives. We can all agree that, that is true. Here's the story, in the book of Exodus, God miraculously freed the nation of Israel from slavery to the Egyptians. Then, he promised them he would give them a land flowing with milk and honey. But Israel had developed a poverty mindset, which you would after generations of slavery, they thought like people who lived in poverty. They didn't even have enough faith to take the promised land from the people who already lived there, even though God himself promised that He would help them. When Moses sent spies into the land to scout it out - Now remember this. Just put yourself in the story, if you can. - God has promised you, I have a land for you, there are people there but you're going to take it back, and I'm going to be with you. Doing what you do, because you trust God, you send a bunch of spies to check it out, make sure it's okay.

Speaker 2: Yes, absolutely.

Ray: The spies come back, and it should have been no surprise, most of them said that the land was full of mighty, fearsome warriors. They are giants, we are like grasshoppers compared to these beasts. Only two men, Joshua and Caleb, in all of the spies that went out, had the faith to believe that God is going to do what He said He would do, but that wasn't enough to provide Israel itself, as a nation, with the faith needed to take the promised land. What could have been days turned into decades. The Hebrews spent 40 years wandering in the wilderness before they finally did take the promised land. While they were in the desert God still took care of them, he gave them miraculous provision, manna from heaven for food, and water from a rock. We often talk about these miracles as modern believers and we give credit to God, we say, "That miraculous last minute provision was amazing." and that's good. I think as people of faith we should believe those stories and take encouragement from them, but I don't think that's the main lesson of this story, that God's going to, at the last minute come in and save you because that was not his original plan.

Speaker 2: Right.

Ray: So, what is the main lesson? God hasn't promised us just enough. His presence-- This is why I'm bringing this up. I hear people so often say, "Well, I'm just getting manna from the Lord, just enough for the day. Just enough to last today." Well, the only problem is, you're under a different covenant, not living in ancient Egypt.

[chuckle]

Ray: That's the difference. He didn't promise us just enough. His modern day will for us is not last minute, enough for the day wilderness rations. He wants us to receive the abundant gift of, quote, "The land flowing with milk and honey". That's what He wanted for Israel then, it's what He wants for us today. See John, chapter 10, verse 10. Remember, God's original plan for Israel was to take their promised land in days, not decades. It took Israel 40 years to be ready. If you have faith I believe you can move mountains, even the mountains of achieving this year's goals, in just 40 days. Think of the next 40 days as your wilderness time. It's not bad but it's not your final destination either. Don't be worried about or have anxiety about how you're going to make it in the meantime, if you're in a tough place right now. God provided astonishing resources for Israel, he will provide for you, your needs are not a worry.

Check out Matthew, chapter six, verse 33. Now imagine that with faith and perseverance you can, quote, "Take the land that God has promised you", your wilderness experience doesn't have to last 40 years, or 40 weeks, or even 40 days. Now, here's the bridge to what this means for you today, if this has all been too far out for you and you're like, "I didn't realize I was going to be in Sunday School", here's how you connect this story to today. If you take me at my word and think, "Okay, I'm willing to skip the wilderness but tell me how I do it?", there's three things you must do. I call these the three Be attitudes that stoke the fires of faith, they are Be attitudes, they're attitudes about how or who you have to be. Number one, you must believe. Jesus said, "All things are possible for one who believes". That's my birthday verse, Mark, 9:23, my birthday is nine, 23. Number two, you must become the kind of person who has the thing you want. Now let that one soak in.

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Speaker 2: Yes, that one's a tricky one.

Ray: You must become the kind of person who has the thing you want. You must become the kind of person who can withstand the answer to your prayers. The underlying principle behind this is, what causes lottery winners to inevitably lose all their new found wealth within a year or two of hitting the jackpot. Which by the way, imagine we all hit the lottery, imagine the government just decided to scoop up all the money, put it in a big pile and divide it up and give everybody a million dollars. It would be less than a year until 99% of the people had very little money and 1% of the people had most of the money.

Speaker 2: Not because 1% are nefarious and evil.

Ray: No.

Speaker 2: Because 1% know how to manage wealth.

Ray: Oh, did I say it? Oh crap. The way the world works, economics, the exchange of money, is when left to operate the way it was designed to operate it becomes a system of: "From each according to his ability,

to each according to his ability." Number three, you must behave like that person especially when it counts the most. This means when it's hard. Joshua and Caleb saw the same giants in the land as the other spies. I think they were both afraid. Now, I have no-- there's no scripture to back me up on that, but I think they were. But how they behaved was demonstrated in their report. As the crowd was murmuring about how afraid they were, Caleb silenced the voices of fear by saying, "Let us go up at once and occupy it for we are well able to overcome it." In other words, "Let's go kick some butt."

Speaker 2: Let's do it.

Ray: You can march directly up to the border of your promise land, whatever that means for you. Crossover and receive the blessings of your dreams fulfilled. You can meet your goals, just don't give up. Don't give in to fear like Caleb and Joshua. Well, everybody else is saying, "No, not now. We're not ready. We're afraid. We're not able. There's people against us. There's people with different ideas than we have. We're helpless." Instead you say, "I'm well able."

Speaker 2: "My candidate lost. I'm a victim. I'm powerless."

Ray: "I am well able because God is with me." That's what you say.

Voice-over: And now, our feature presentation.

Ray: You know what? That's the wrong segment.

Speaker 2: That's the wrong segment. I want to go back. [laughs]

Ray: We're going to go back. How far do you want to go back? Just to start the right segment?

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Speaker 2: Yes, I was just doing a-

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

Ray: Phil Dunphy.

Speaker 2: -Phil Dunphy. I was doing a Phil Dunphy.

Ray: Love that show. [sighs] How do they do it? The people I'm talking about are - you probably know some people like this - they're the person who regardless of how much they have going on in their life, they always seem to be in control of everything. It's like they have some kind of organizational in control of their life superpower. Well, it's not. These people just understand something about setting and hitting big goals that most people miss. They don't get this. This week, Michael Hyatt, who is a New York Times bestselling author, in a way that mean something. He's going to be showing you seven steps you can take to use goal setting to design the life you really want.

Part of what's going to be illuminating about this online class that he's teaching for free, is I think you're going to come away with an understanding that it's okay for you to want stuff. In fact, for you to fulfill your potential, you need to want stuff. Think about that. He is going to show you how to do this, why it works, and it's going to help you have your best year ever in 2017. This is a free online class, and you can register for it by going to rayedwards.com/bye-webinar, W-E-B-I-N-A-R. There's no cost to attend, but you do need to register. There will be a limited number of attendees. These are always over sold when he does them.

You want to register now and claim your spot. Michael's free presentations have developed quite a reputation because they're so high quality. A lot of people say that these are better free presentations than presentations other people charge money for. He usually creates a workbook to go along with it. It's very professionally done, and it's free. Check it out. I think you're really going to get a lot of benefit out of this free presentation. And now--

Ad: And now, our feature presentation.

Speaker 2: All right. Now we're back on track.

Ray: Back on track. No, I want to go back. The most powerful life-change force in the world. Now, you might think I'm about to go all spooky spiritual on you, but I'm not. Some of you will be mad at me about that. Nevertheless, when I was still in my 20's, I went to Parris Island, South Carolina. Many of you are assuming that I was a marine, I was not. I was not privileged to serve in the marine corp, but my brother Mark was. He was there, and I was there to watch and witness as he graduated with his classmates. I'm pretty sure they would all be horrified to know I just called them that.

Speaker 2: [laughs]

Ray: They were being officially made into marines.

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Speaker 2: The most efficient, ruthless, hardcore, battle-tested soldiers out there.

Ray: Ever.

Speaker 2: Classmates. [laughs]

Ray: Semper Fi. I don't pretend to know what was going through bootcamp was like for my brother. I've seen movies but we all know that that's probably not the reality. He's told me some stories, but I get the feeling that this is kind of like a secret society that you never really know what's going on until you've been there yourself, and it's probably best that way. What I do know is this, I saw a transformation in my brother's life and in the lives of all the young men who were part of that group. I saw him go from - Mark forgive me for what I'm about to say -

Before boot camp, he was undisciplined. He was pretty much self-centered kind of slovenly, but he was a teenager, a young adult. That's not uncommon, but he suddenly became disciplined, squared away, organized, responsible, respectful. He changed completely. What was it? I saw that and I wondered, "What about this experience had such a powerful effect on my brother and those other men?" Well, I know that part of it was externally enforced discipline, because you don't get away with nothing at boot camp. I know that's true. I think the difference that made most of them hold on and finish even when they weren't sure they wanted to.

I'm sure everyone of them at some point felt like they wanted to give up, because I think that's part of the process. Because if you're the kind of person who will give up, they don't want you. What held them in there? Was it their immense courage? I think it's part of it. I think the strongest force that changed their lives was their peer group. We tend to think of peer pressure as a bad force. We think of people who are bad influences on other people, we think, "Well, it's peer pressure to do that. All that drinking, all that carousing, all that running around, all that tom-cattin'."

But is peer pressure always bad? I don't think so. I think there's such a thing as positive peer pressure. It's caused by something that you never learned about in Physics class, but's a real thing. Emotional gravity. That sounds like it should be song, rhythm-and-blues. In Physics, we learn that the more mass an object has the more gravitational pull it exerts on the objects nearby. Okay, don't get into quantum physics.

Speaker 2: Yes, let's not get into all the new theories about gravity.

Ray: Let's just say this is our traditional understanding. I think that this is principle that is true for our peer groups. If the people around you are unorganized, they're sloppy, they're not healthy, they don't eat well, they don't have any financial discipline, chances are if those are the people you hang around all the time, you are going to be like that. Given enough time with those people, the emotional gravity of being in their presence will eventually quite literally weigh you down. On the other hand, if the people that you spend most of your time around are focused, cheerful, optimistic, disciplined, on point, holding themselves and you to a higher standard, guess who you will be like? Those peers.

This emotional gravity of your peer group will either lift you up or pull you down. I think that's the explanation why that change is so profound. I also think-- Now, in Mark's case, he is still very disciplined. He is very health conscious. He is very organized. There's so many things I admire about my brother that I see those

qualities that were planted in him as a marine. There's just a core to him that seems like it's unchanging because of that experience.

Speaker 2: Yes.

Ray: Now, he's no longer active in the Marine Corp, but I understand he's still a marine. I want to be clear I understand that.

Speaker 2: He's got the civilian equivalent of a pretty high ranking marine.

Ray: Yes.

Speaker 2: However that works, I don't fully understand.

Ray: That had a life changing effect on him and so what I'm saying is that you can use the same emotional gravity, this positive peer pressure to change your own life and it starts by changing your peer group. If you are not where you want to be in life, if you're overweight, if you're deep in debt, if you're not making very much income, if you're not very happy, if you're not spiritually fulfilled, if you don't have a solid family life, look around yourself at the people that are your friends that you spend your most time with, and ask yourself, "Are these people exerting positive emotional gravity on me or negative emotional gravity? Are they lifting me up or are they pulling me down?" Some people like to think that, "Well, I'm going to set a new standard and I'm going to lift up everybody around me up." That's a lot of work.

Speaker 2: Yes, it is.

Ray: How do you think people generally feel, if you're sitting around having pizza one night and you say, "Guys, I'm thinking we should all start eating healthier and start working out everyday. We should make a budget, we should stop spending more than we earn, we should pay off our debts, and we should all start a business. Make something of ourselves. What do you think?" What do you suppose their reaction?

Speaker 2: I think it's going to be less than enthusiastic.

Ray: Yes, they're probably not going to be too happy that you just planned their life for them.

Speaker 2: No.

Ray: What do you do? I say it's probably time to start thinking about choosing a new peer group. This doesn't mean that you kick your family to the curb. Do not hear that.

Speaker 2: No.

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Ray: It doesn't mean that you ruthlessly abandon life long friends.

Speaker 2: Nope.

Ray: Do not hear that.

Speaker 2: Especially if they voted for someone.

Ray: Especially, that's not a good reason. What it does mean is developing a consciously chosen peer group, an intentional peer group if you will. These might be people that you don't actually spend the most time with physically, but you do spend the most intentional times of your life with those people. What does that look like? Well, you meet with them on a regular basis. You meet both in person and maybe on a conference service like Zoom or go to a meeting or a free conference call line, something like that. You check in with one another, you talk about your goals and ambitions for life and how those things are going, about your business, about your relationships, about all the things in life that matter and you get feedback from these other people. That's intentional time that you're spending with people, partnering with them.

We have a couple different groups that we work with in this way. You can do this regardless what your financial status is, regardless of what your station in life is, there's really only three steps. Here are the steps to develop an intentional peer group. Number one, decide what you want to achieve. We talked about this in last week's episode you have to know what you want before you can actually go for it. As Zig Ziglar used to say, "If you aim at nothing, you will hit it every time." Oh, Zig. Your goals maybe different than mine, you may have personal fitness goals, maybe a business goal, maybe a relationship goal, it maybe a goal to redecorate your house or buy a new house or get out of debt, it could be anything at all. But be clear about what it is you want to change in your life, then you kind of know who you're looking for.

Step number two is look for a group or look for people who are actually achieving it. I'm going to put you on the spot. You have an ambition in terms of investing. What is the field of investing that you're most interested in right now?

Speaker 2: Real estate development.

Ray: Yes. You should be hanging around people-

Speaker 2: Should be.

Ray: - Who are actually doing it.

Speaker 2: Yes, doing that.

Ray: Well, we got a guy in our group who is a real estate investor.

Speaker 2: We do.

Ray: A. J. Sylvinski.

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Speaker 2: That's right.

Ray: A. J.

Speaker 2: Hundred bucks.

Ray: Hundred bucks. We got a good friend here locally who is a real estate investor, Kirk Christenson. Another good friend, Steve Cody.

Speaker 2: Right.

Ray: Both you guys, hundred bucks. You know the kind of people you want to hang around with, you want to have conversations with, you want to have intentional time with. Do this in every area of your life. Look for individual people or if you can find a group, there's probably a group in your area or you can find that group online. Step three is become part of that group. This may sound overly simple because they may not be accepting new members. They may not want you as a member.

Speaker 2: You might smell bad.

Ray: You might smell bad, so you need to take a bath, put on some deodorant, comb your hair, use some mouth wash. I encourage you to do whatever you must as long as it is legal, moral, and ethical to become part of this group. This might take a lot of work on your part. You want to be intentional about absorbing their standards and their attitudes. If you've chosen your group well, especially if you've chosen a group that's filled with people who are more advanced than you, you can get into this group, be in their presence even if it is merely to serve them at first. You can start to feel the effects of this emotional gravity almost immediately. You'll feel your standards begin to rise. You'll start to think that, "Well, what was good enough for me in the past is no longer good enough." I'm not talking about merely physical stuff like, "Well, I used to drive a paid for Toyota Tercel, and now that's not good enough, I'm going to go out and get into debt and get a Lincoln Navigator."

Ray: Right.

Ray: Nothing wrong with getting a Lincoln Navigator, but do it the right way. Pay for it. You're going to find yourself raising your standards. A long time ago I was taught that there are two ways to get into these kinds of groups. You can either earn your way in through your accomplishments, through your reputation, through word of mouth, which is a perfectly valid way to do it, or you can buy your way in. Country clubs are good example. People join country clubs because they want to be around the people in the country club. Now the people with the less ambitious intentions join a country club so they can network and meet people that they can sell real estate to or investments or insurance that I call investment. Oh-oh. I'm not saying it's a bad reason to join a club like that, but I'm saying, it's the least ambitious. It's showing the least imagination. The real reason to join a country club, would be to begin to absorb the culture.

Speaker 2: Right.

Ray: Let me say this, there are some country clubs with a culture that is not-- I wouldn't want to be absorbing. If they're racist or they have some kind of gender bias or something weird, just know what's good to absorb and what's not.

Speaker 2: Right.

Ray: You can buy your way in. There are mastermind groups you can join and you pay to be a member of that group and it's filled with people who are intentionally coming together. We have a mastermind group like this, you currently can't join it.

Speaker 2: Yes.

Ray: That's not the point why I'm bringing it up, but you might want to consider doing this kind of thing. In any event, however you do this, find the group that will exert positive peer pressure on you and let the gravity from your intentional companions lift you up instead of letting the inertia of the mediocre masses drag you down.

Speaker 2: Come on.

Ray: You got a mastermind group. You have an interested in politics a little bit, don't you?

Speaker 2: Yes.

Ray: You got a mastermind group for that and you guys meet.

Speaker 2: They're pretty busy so we don't meet as often. Right now, it's once a month which is pretty not very often, but-

Ray: But it's 100% more than people who don't have a group at all.

Speaker 2: Right. Exactly.

Ray: Start where you are and step up, pick some peers you want to be more like. I will give you one more thought. Maybe you live in some remote place and the population in that town in South Dakota where you live is 23 people and you think, "Well, I got no choice in this matter." There're groups on line and if nothing else, you probably have a library and you can go pick up the autobiography of Benjamin Franklin and he can be the first person in your peer group.

[chuckle]

Ray: Are you picking up on what I'm putting down? There's always a way, so don't start making excuses for yourself

like "I don't live in a place where I can do that kind of thing."-

Speaker 2: Right.

Ray: -because that's not true.

Speaker 2: That's not true. No, I mean my master moon, we live all over the country.

Ray: It's the miracle of the interwebs.

Speaker 2: That's right.

[music]

All right. If you find the show helpful, please subscribe to iTunes and to the Apple Podcast application on your phone. Make sure to use your real name and website in a text, and review itself, and we'll mention you.

Ray: We're going to.

Speaker 2: At some point.

Ray: We really are going to.

Speaker 2: At some point. If you would like to get the transcript, please go to rayedwards.com/261.

Ray: Yes. Next week, seven lessons learned at the gym from my son. That would be you.

Speaker 2: That would be me, I hope.

Ray: Yes, oh yes.

Speaker 2: [laughs]

Ray: That will be a big announcement for you to make on the podcast.

Speaker 2: That will be- right yes. [laughs]

Ray: Guess what everybody.

Speaker 2: [laughs] You got a quote-worthy note?

Ray: I'm going to quote myself this week. I don't do this very often, but I thought this was not bad. "Let your intentional peers lift you up. Don't let the mediocre masses drag you down."

Speaker 2: That is a good one.

Ray: Until next week. May God bless you and keep you. May He do more for you than you can ask or possibly even imagine.

Voice-over: Thank you for listening. This has been the Rey Edwards Show. Find the archives of this weekly show at rayedwards.com/podcast or on iTunes. Contact

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Each week, we bring you a message of prosperity with purpose and freedom and remembering that true freedom is available to all through Jesus Christ.

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