



Ray Edwards Show, Episode 284

Married to the Business

Ray Edwards: *Ray Edwards Show Episode 284. Married to the business: The Pioneer and the Settler.*

[music]

Announcer: 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*.

Female Speaker: Let's change the world and watch your business grow, welcome to the *Ray Edwards Show*. The *Ray Edwards Show*.

Ray: So, you are the pioneer, the entrepreneur, the explorer, the risk-taker, and you find yourself married to or in business with a settler, a homesteader, a risk-avoider. This situation can be tough. It can lead to and it does often lead to broken relationships, broken friendships, broken businesses, broken marriages, and along the way, maybe just being plain broke.

So, how can you harmonize these two different personality types so you're better together than you are apart? Is that even possible? Not only is it possible, today's guest is going to blow your mind with her insights into how these two vastly different people can find a way to work together and make it work. That's coming up.

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

Ray: This week's spiritual foundation's verse is from Psalm 18: 22 and it says, "He who finds a wife, finds what is good and receives favor from the Lord." That is certainly been the case with me as you're going to hear later in this episode.

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

Ray: I want to make sure and give you my best tip for the week. This one is not going to work for anybody who is paranoid about being tracked online because I'm going to recommend an app that I've really fallen in love with, it's called Life Cycle; it tracks your time automatically. How it does that is it automatically keeps track of your time and presents your life sorted into slices.

So, it shows you daily activities, places you go, who you spend time with, and you could be just curious about how your time is spent or maybe you're trying to make a change in the first-- good way to make a change in the way you're spending your



time is to know how you're spending your time. Like I said, it does track everywhere you go and everything you do. So, if you're not turned on by that idea, then you probably won't like this app.

The company that makes this app also makes another couple of apps that I use quite a bit. One is called Sleep Cycle which is how I track the quality and amount of my sleep and the other is called Power Nap which I use when I want to take a, well, a power nap in the afternoons. I have one scheduled and I lie down, turn on Power Nap, and it senses my body movements so that just before I fall into deep sleep, which is usually about-- it takes me about 15 minutes. Just before that happens, Power Nap wakes me up, which is how you get the most refreshing nap when you can wake up right before you fall into deep sleep then you don't get that groggy feeling that you get if you sleep deeply for a long time in the afternoons.

I love all three of these apps. They do work together and they work with Apple's health kit. I find them really helpful. I hope you do, too.

Announcer: Now, our feature presentation.

Ray: Now, let's get to the featured presentation. This week, I'm having a conversation with a very wise woman. My guest today is beautiful. She's charming. She's kindhearted. She's brilliant. Conveniently, she also happens to be my wife.

Lynn Edwards: Why, thank you Mr. Edwards. I appreciate being here today on your show. [laughs]

Ray: Is this the first time you've been on the show?

Lynn: Yes.

Ray: That was an oversight. This is long overdue. So, people usually only hear half of the story of our business because they usually only hear it from me. I thought it would be interesting to hear from you and talk about the history of our business, the challenges and pitfalls that spouses of entrepreneurs may face. Maybe you didn't face any pitfalls. Maybe there are no problems. Is that how it was?

Lynn: Well, no, but I would like to say before you turn the podcast off, I believe Ray had a name for this particular podcast before I start using the terms?

Ray: There was a wise counselor in our life many years ago.

Lynn: Who informed us that what has occurred in our marriage is that Ray is a pioneer and I am a settler. That's why I said I don't want you turn the podcast off just because a woman is speaking and you think I'm going to speak to all the wives out there.

I want to speak to personalities and that if you are the pioneer or the entrepreneur, you probably have a settler in your life and they're probably driving you crazy.

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Ray: Conversely, if you're the entrepreneur or the pioneer, you're probably driving the settler crazy.

Lynn: The settler crazy.

Ray: You're probably scaring the wits out of them.

Lynn: So, the pioneer wants you to just keep going. They want to go over the Rocky Mountains and see what's on the other side, and the settlers are like, "No, could we just please stay here for a little while? Could we plant some crops? Could we see if we're going to survive another season before we actually go over the mountains?"

So, I am the settler, Ray's a pioneer and we have butted heads for years until we kind of figured that out.

Ray: This was long before we started a business.

Lynn: It really has an effect on any relationship whether it's your partner in the business or maybe just somebody you're always bouncing ideas off and you feel like they're always--

Ray: Shooting you down?

Lynn: Shooting you down [laughs]. They could be a settler.

Ray: Which is not a bad thing.

Lynn: It's not a bad thing.

Ray: Because if you're a pioneer, you need a settler in your life.

Lynn: You do.

Ray: How would you describe the years leading up to when we established our business, before we started our business and we're independent? How would you describe the dynamics of our relationship, specifically around money, jobs, career, risk-taking, and those kinds of things?

Lynn: Gosh. I don't know. I guess I would say I was kind of thinking about this earlier that I was comfortable with you and I having paychecks and knowing what the dollar amount was coming in every month, and that somebody was taking care of taxes and insurance.

I can't remember a lot of conflict about that other than we always wanted more money that was in our paychecks. But what I was thinking about is there was that sweet moment in time where you were getting the paycheck with insurance and they were taking the taxes out.

Ray: That sweet moment.

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Lynn: When you were starting up the business, and so it seemed like the paycheck covered all the basics and anything you made on the business was just gravy. That was like, "Can we just stay here? I like here. This is a great spot. Can we stay here for a long time?"

Ray: [laughs] We did stay there for quite a while.

Lynn: We did but I was thinking about how you began to feel like it was unethical. It wasn't just unethical to the business you were working for, it was also holding you back from being the true entrepreneur that you could be. So, when that switch took place, I mean, that's probably when the real freak out started on my part. [laughs]

Ray: So, what did that feel like? I mean, it was-- we were going from a really-- I mean, I was making a very healthy salary. It was a paycheck, benefits, and all that good stuff, and then we went to no salary just when I was bringing in as a copywriter and consultant. How did that feel to you?

Lynn: I mean, the classic terms; flying a trapeze artist without a net, all the fears of we don't have anything to back up the future, income is not guaranteed. The first time I wrote that big check to the IRS, I thought I would actually vomit. [laughs]

Ray: I thought you actually did. Let's focus on the positive for a moment. What's been the coolest thing about-- we became independent in 2006. So, that's been quite a while. What's been the coolest thing about this journey?

Lynn: I would say being able to go anywhere we wanted to, whenever we wanted to in reference to the schedule, making up the schedule. So, when we had the RV, we were just up and go as long as you hadn't already bought airline tickets to something specific. That's probably been the most fun, it's just been not attached to two-weeks vacation a year.

Ray: Not having to ask anybody's permission.

Lynn: Right.

Ray: That is fun. I think I take that for granted sometimes and I talk to people who have a job and I'll say something like, "Well, we're thinking about taking a couple of weeks and go here and there." They look at me stunned as if it's a total foreign concept to them, and then I realize how privileged we are as an entrepreneurial family to be able to do that.

This is kind of an awkward question but I've heard this happened. You are often at our live events or places where I'm speaking and somebody will approach you and say-- as one of my fans [laughs], will approach you. That was so weird. Will approach you and say something like, "Oh, what it's like to live with Ray Edwards all the time?"



So, now that we're in a safe environment, how would you like to answer that question when somebody asks you that?

Lynn: Well, let me answer it this way. I sound like a politician. [laughs] Ray used to be a DJ. I mean, on the radio DJ, and I would listen to him occasionally. Sometimes, I go two, three weeks where I would listen to him every day, but when he was doing mornings and he started at 5:30, 6:00 in the morning, I wasn't listening.

Some of the later evenings, I was tied up with Shaun and dinner and stuff like that, so I wasn't listening. So, I think in some ways that may have hurt his feelings, but it just wasn't feasible to listen to his show all the time. Now, that he's very active on what he's doing, believe it or not, I do not listen to the podcast.

Ray: Wait a minute, what?

Lynn: [laughs] I don't listen to the podcast. I don't get on the webinars and I guess because the answer to that question when someone says, "What it's like living with Ray?" is obviously, we don't talk work 24/7, but it's like, "Why would I listen to the podcast when I heard the genesis of the idea; the Kitchen Table."

Ray: Yes, that make sense. It does.

Lynn: Ray is one of those people who can have five things going on and be highly happy in his environment. If I'm working on accounting, I can only have one thing going on and that would be classical music in the background.

So, there is a time in my life that I like to just sit down and listen to a podcast or that I'm in a position to be driving for an hour and so and listening to a podcast. So, I haven't really worked out a good way to do it. [laughs]

Ray: I'll help you with that, but it's true. I mean, you are there for the genesis of the ideas and you hear Shaun and I discussing what we're going to talk about. I mean, it makes sense to me.

Lynn: So, I guess to answer what's it like to live with Ray Edwards is-- I mean, he's a wonderful husband and a great father, and that means he listens and he doesn't try to fix things. He says, "Do you want me to fix it?" before he weighs in. He's a very loving, wonderful person who also talks about his business and his business ideas that he bounces off with me and Shaun and anybody else who's around.

So, work-wise, I already know this, which isn't really true because there's lots of things I don't know. [laughs]

Ray: And there's things you don't need to know. No, that's a sweet answer. Thank you for all those nice things you said about me.

Lynn: He really loves dogs.



Ray: That's true. I do.

Lynn: To the extent that I've had to correct him in reference to what he feeds the dogs.

Ray: Hey, now.

Lynn: That's all right. No people food.

Ray: They're hungry.

Lynn: No people food.

Ray: Just look at their faces.

Lynn: No people food.

Ray: They're begging for food.

Lynn: [laughs] That's Pavlovian.

Ray: What the hardest thing about being married to an entrepreneur as a settler?

Lynn: Letting them do what they need to do. Letting an entrepreneur be who they need to be with-- also feeling like your voice is being heard. I'm the voice of reason or caution or like I said, "Hey, can we just hold back?" We get a big check and I want to hoard 90% of the check in case of bad times or low cash flow or something and he wants to take the check and get that new thing that's going to make the business better.

I can see what he's talking about but we just clash. That's where we clash. I feel like I'm a classic accountant where the boss says to the accountant, "Okay, this is what we're going to do. Now, accountant, make it happen." Now, I am not an accountant by trade. I am merely an interested accounting person. So, if you say you're going to take \$5,000 and do this, I go, "Wait. No, you're not." [laughs]

Ray: You want to do what?

Lynn: No. No, no, no, no. We're keeping that because we could have unforeseen things that we have to pay. So, we've had some serious clashes because if he's not allowed to grow and expand the business, we're not going to grow. I mean, we're only going to stay at a certain dollar amount because we won't be investing in the future.

Ray: I think we've gotten better especially over the last few years about communicating from those different viewpoints and listening to one another and meeting in a more reasonable place that serves both of us.



Lynn: I think it definitely comes down to having a safe place for conversation. If you are afraid to approach your spouse or your business partner or your accountability person in your life, if you're afraid to say, "Hey, I don't really like where this is going and I have an opinion that differs from you." That causes a whole new set of problems.

So, when I say the environment has to be safe, I mean I need to be able to approach Ray and say for the 400th time, "I'm really nervous about this." Not for him to go, "There you go again."

Ray: Do I sound like that?

Lynn: No.

[laughter]

Ray: Not anymore.

Lynn: You never sounded like that.

Ray: There was a moment where we got some instruction on communication. I wonder if you're thinking of the same thing I'm thinking of.

Lynn: I don't know.

Ray: Brave communication?

Lynn: Yes, that's through Bethel and--

Ray: Dan Farrelly.

Lynn: Dan Farrelly.

Ray: I'll put a link in the show notes if I can find the link to it online. I don't know if they even offer it anymore, but it was just a training on how to communicate bravely but respectfully and say what's on your heart, how you're feeling without condemning or criticizing or bullying the other person and it's been really helpful, I think.

Lynn: It's been really helpful because-- I'm just speaking from my perspective as the settler. I come to him, like I said, it's the same concern. I don't even start the conversation with, it's the same song, it's the 48 verse. I'm concerned about the spending and why we need to do it.

He really has to then push down that, "Here we go again." and be open and say, "Okay, I'm listening to you, speak what it is that you're concerned about." because if I'm afraid to approach him, then just time goes by with resentment building up. The same token if Ray wants to approach me about something that he wants to do and



he knows as soon as he opens his mouth, I go, "Nope. Nope. Nope. No money is going out. Zip, zero, we're not talking about it."

Well, that's not good either. I mean, it's the ability to be in a safe environment where the other person isn't going to explode or they're not going to say, "You always do this. You always do this." or "I have never said that before." You know you're not supposed to say always and never in an argument, but it's just more than that. Specially if it's a spouse, you want to be caring about their feelings and not disregard them.

Ray: One of the key realizations for me was when I got the language of thinking about, "Well, what is Lynn's heart for the relationship? She's not trying to shut me down when I come up with this great idea. All I'm excited about is going to cost \$10,000."

She's just trying to be realistic about, "Well, here's our cashflow and here's what we have to do. Here's our obligations. How are we going to meet those and still pay for this thing that you want to do?" For me, to know that your heart is not to shut me down, your heart is just to protect me and to help me understand the situation when I can take that attitude, I don't get defensive, so then we can talk about it.

Lynn: Yes, I mean, and that took a while to iron out. It took a while for either one of us not to get mad or to get our feelings hurt. So, that did take some practice. That's hard when you're having those conversations and you just want to roll your eyes like, "Not in your head." You really want to just roll your eyes and go, "Not this again."

Ray: [laughs] Oh, my goodness. So, let's get in the way back machine. If you could go back-- we've been married now for 32 years. Let's start with that. What's the secret of being married for 32 years?

Lynn: Before Dann Farrelly and Bethel and Brave Communication, Ray and I talked about everything. We may not have done it perfectly for the first, whatever, 25 years, but we did. We talked about everything and I have this one story I always go back to where we were driving back and forth on a trip we did frequently, it was about an hour drive with family.

Ray was once again talking to me about the exciting adventures of computers. I very bravely said, "Honey, I have to talk to you about something that is going to hurt your feelings." He said, "What?" I said, "I am so not interested in how computers work." I don't want to hurt your feelings but it is really, really boring for me. I consider a computer to be like a telephone. I just want my telephone to work. I don't want to know how to build a telephone or take a telephone apart, or what the components inside the telephone do.

Ray: Which I can't fathom. I believe the way you described it was, "When you start talking about that stuff, my eyes just glaze over." So, then I realized, every once in a while, I would check in with you and say-- I'll be talking about something. I'll be very



excited about some business concept or something and I'd stop and I'd say, "Hey, are your eyes glazing over?" Sometimes you would say, "Yes."

Lynn: I also think in that conversation. I said, "I'm sure there are things I talk about that you're not very interested in." Correct me if I'm wrong, but I think it was the relating the sentence by sentence conversations of people from work. "Then she said this and I then said that, and then she said this and I said that," and I went, "What?" And she said, "What?" And I went, "What?" [laughs] Did a little of my southern accent come out there?

Ray: A little bit.

Lynn: Little bit?

Ray: A little bit.

Lynn: Little bit. What?

Ray: Okay. So, we were talking about the secret to being married, still married after 32 years of being-- I feel like happier in our marriage than we ever have been. I'm more deeply in love with you than I ever have been.

Lynn: Dido.

Ray: So, how did we do that? What was the secret of that?

Lynn: Well, we were both Christians as children. Then as adults, we both walked away, but unbeknownst to us, God did not walk away.

Ray: He followed us.

Lynn: He stalked us.

Ray: That rascal.

Lynn: Isn't that somewhere in Psalms 23?

Ray: Yes. It's, "Surely goodness and mercy will follow me all the days of my life." What the actual translation means is it will haunt me down.

Lynn: It will.

Ray: Goodness and mercy will haunt you down.

Lynn: It will haunt you down.

Ray: And it did.



Lynn: I would've said, "It was all because Ray and I were wonderful and perfect. We talked about everything but--"

Ray: I liked that version a bit well, but that's not the whole story.

Lynn: No. It was evident once we came back to Christ and we met at the Bethel School Ministry that-- wow, we sure had been under a protective covering. We just had been protected in so many ways that-- then I always, for a while, I would say, "I was such a brat. I don't know how God stayed with me and loved me because I was such a brat for so many years."

Ray: Me too. Me too. Looking back, that leads me to ask this question. If you could go back 32 years ago and talk to your 32 years ago self, what would you say to her?

Lynn: I would say, "You have the wrong version of Christianity in your brain. You need to search this out and not settle for where you are in your Christian walk. Second, it's going to be so much easier than you think it's going to be. You're thinking way too hard about how hard things are going to be when in reality, it's all going to work out." I wouldn't want to say it in a, "Oh, you little darling thing, it's all going to work out."

Ray: "Don't you worry your pretty little head."

Lynn: [laughs] It's bizarre when you get older and you look at young couples and you go, "Man, they're stressing about that. That is not an issue."

Ray: Yes. I think I told you the story. I was in the airport recently, listening to this 20 something young, just married couple, talk about a visit to their families. I so wanted to turn around and say to them, "Guys, you should really relax. This is not worth getting all worked up over." Then I would just be that weird, old guy in the airport talking to them. But you're right. What would you say? If you can go back 32 years and talk to the 32-year-ago Ray, what would you say to him?

Lynn: Something similar, not be so stressed. I mean, you're very performance-driven.

Ray: I am?

Lynn: You were. [crosstalk]

Ray: On a scale from one to 10, how performance-driven am I?

Lynn: Am you? [laughs] As in now?

Ray: I don't think I really want you to rate me on that.

Lynn: Well, okay. But there's a difference. I think you were looking for other things in the past versus now.



Ray: Yes. What do you think I was looking for?

Lynn: In the past?

Ray: Yes.

Lynn: Parental approval, a kind of a "Look what I did." Sorry. I keep snorting. It must sound gross.

Ray: It sounds sexy.

[laughter]

Do more of that.

Lynn: I will. How about one of these. [snorts]

[laughter]

I would say to get some serious counseling and not that there was like he's dropping off the deep end, but I would say, "You're taking all of these way too seriously. Your performance-based performance-- [laughs] allow myself to introduce myself."

Ray: Well, yes, because I was-- I'll just say it. I had something to prove, like I was worthwhile and I was going to prove it through what I did, what I accomplished, which is not a great way to get approval.

Lynn: Well I think it's--

Ray: It's a losing battle.

Lynn: It's what most people do.

Ray: Yes. What advice would you give to the entrepreneur about how to take care of their spouse or their business partner who is not a pioneer, they're a settler, they're more of a, "Let's just keep things on the even keel, not take any risks." How as an entrepreneur can I take care of that person so that they're safe and yet we're still making progress?

Lynn: I think you need to listen to them. Seriously, listen to them and not listen to them in a patronizing way.

Ray: Like "I'm just going to listen to you for five minutes, then I'm going to do what I want to.:"

Lynn: Yes. That's not good.

Ray: That's the wrong way to do it.



Lynn: That's wrong. Listen to them, discuss the ins and outs. I know that for a long time, I was like, "I don't know if we need to spend money on that because I don't really understand the business. I don't want to learn the business. It's your business. I'm just doing the bookkeeping. But personally, I don't think we need to spend money on it and I think it's stupid."

Now, that is filled with a lot of things that I chose which is "I don't want to learn about the business." **[unintelligible 00:27:02]** if Ray thinks we need product A, then if I don't choose to educate myself about the business to determine whether or not we need product A, then there is a point in the discussion where I've already made part of a decision.

Ray: Yes, we pre-judged the situation.

Lynn: Well, I pre-judged the situation by saying, "I don't know." and throwing my hands up. "Go ahead. I don't know."

Ray: Which kind of leaves you in a not great position.

Lynn: No. So, I did that for years because I didn't know and I didn't want to know, but it didn't necessarily make me happy.

Ray: So, one of the things I had to learn-- I interrupted you. I'm sorry--

Lynn: Yes. We're just going to say for you to really listen to my concerns, maybe-- I sometimes say to the guys, "Explain this to me in three sentences or less. Please do not go on for 20 minutes. Make it as simple as possible." So if you-- that's just me. Maybe you like long stories like this podcast.

[laughter]

So, as an entrepreneur, please listen to what my caution is, and then maybe explain it in three sentences or less why you need to do this and why it's going to benefit the company, and then reassure the person that, "I'm pretty certain I can make the money back with this. I will come to you with every purchase, so we can be comfortable in going forward, both of us. It goes back to those safe conversations and in a safe place.

But you need to hear my concern and I need to be reassured that if this doesn't work, I can't pounce all over you and say, "Well, you just blew \$300. Thanks." I agreed to it, and I agreed to it two ways. I agreed to it by saying, "Yes," and I agreed to it by not educating myself.

Then don't yell at your entrepreneur if it fails because you only learn by failing and you don't know if that was the product you needed or not. It turned out, it wasn't. So, we're going to do it again.



So, there is some faith. There's trust and sometimes, it's broken and you got to rebuild it, especially if your spouse is-- I mean, that's going to happen anyway. So, you got to have a way to handle that and how you're going to deal with trust that's broken and hopefully, God's in your life and he's working the miracles and you're just dancing along.

Ray: That's a good answer. I'm glad I stopped interrupting you. That's one of the things I had to work on. It's interesting I just heard a study that was done in a classroom. I can't quote the source of the study, but they had a classroom that had-- I think five women in it and like 20 guys.

All they did was they measured how many times, when the women spoke up to make a point, how many times they were interrupted by the men. They were interrupted like five or 10 times more often than the men were interrupted. So, I think it's a male-female-- I think guys have a tendency to dominate the conversation.

One of the things I was going to say that I had to learn was what you're talking about. If I was going to explain something to you about what were-- some initiative that we're doing in the company or some like a coaching program I'm joining. Like I just joined the Strategic Coach Program which is not an insignificant investment and I didn't spend three hours telling you about what it was.

But I had to find ways to condense down the essential, meaningful, purpose of a purchase or a decision we were making in the company so that you could absorb it quickly, and then you had to develop a certain level of trust that I was being accurate and truthful. So, it really comes down, once again, to that safe communication and trusting one another.

Lynn: Yes, it does because you can candy-coat a purchase--

Ray: I'm a copywriter.

Lynn: You know the words. [laughs]

Ray: Yes, it's true, it's both a blessing and a curse. Now, we've just come to a new season in our business where we've really grown over the last couple of years and we just made a shift where we hired some new accounting folks and you're going to be stepping away from that role.

I think that's a huge hallmark in your growth in the company because part of that is you saying, "I'm going to trust that somebody else is going to handle these decisions and that it's going to run on its own. It's going to run. It's going to be okay". Can you talk about-- how are you feeling about that? What led you to being able to make that decision?

Lynn: Well, I think we have wanted for some time for me to step away from the accounting.



Ray: Because?

Lynn: I'm not an accountant.

Ray: You don't really enjoy it?

Lynn: No, I don't really enjoy it. We have Quick Books online. We have four or five people who have access. They keep us legal, blah-blah-blah. I love them. But if Ray said, "Would you run this certain report for me?" I would go into Quick Books and literally spend an hour and a half trying to figure out how to run the report.

I can do a P & L or a balance sheet but if you wanted something specific, it would be extremely frustrating to me. That and really wondering if we have things listed in the accounts correctly was frustrating and not really what I had been-- I mean, I've been trained in-- history is my degree--

Ray: But accounting is definitely, not something you're passionate about. It's not--

Lynn: I'm not passionate about it at all. [laughs]

Ray: It's not your unique ability, the thing that you're really best at.

Lynn: No.

Ray: No.

Lynn: So, the other thing was for me as the wife, that's been my identity with the business; I keep the books. So, being detached from that was something I didn't want to do for a long time.

Ray: Yet, you're responsible for so much more and you're such a part of every one of our decisions. I mean, the high-level discussions we have about the strategy the business is going to be taking for the next year or so, and what things we're going to do and what projects or products we're going to produce and what events we're going to do.

You're part of all those things. You're a huge part of the culture of the team in the company. So, I think those are more of your unique abilities rather than data entry and accounting. That seems like, in many ways, I feel like we did a disservice waiting so long but you had to get to a point where you were ready to let go of that as well.

Lynn: Right, I did.

Ray: Yes. So, less serious questions, maybe I'll be surprised, favorite color?

Lynn: Blue.

Ray: Favorite flower?

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Lynn: Tulip, iris, daffodil--

Ray: I would have said iris, but you had three. That's interesting.

Lynn: I could keep going. I love flowers. I love flowers.

Ray: Go on; tulip, iris, daffodil, what else?

Lynn: Just about anything.

Ray: Favorite movie? Nothing?

Lynn: Yes.

Ray: What? Say it.

Lynn: I can't think of the name of it.

Ray: Quote a line from it.

Lynn: "I don't normally make this advice, but I think if you could get to a pound cake as quickly as possible."

[laughter]

Ray: I thought so.

Lynn: That would be a good idea.

Ray: That is such a great movie *Stuart Saves His Family*.

Lynn: *Stuart Saves His Family*.

Ray: It is such a great movie.

Lynn: It's really old and it's based off a *Saturday Night Live* skit that Al Franklin had a character named Stuart who was on *Saturday Night Live* with the mayor and he was like "Hi, I'm smart enough. I'm good enough and gosh, darn it, people like me." There's just something about that movie that resonates with me.

Ray: So many good lines. We have to watch that movie again.

Lynn: I know.

Ray: Favorite music?

Lynn: Right now, I would say it's piano, classic stuff.

Ray: Kind of the chill out playlist on iTunes, isn't it?



Lynn: Yes, the chill out playlist right now.

Ray: So, has the journey of entrepreneurship been worth it or do you wish we had kept a job?

Lynn: No, it's been worth it.

Ray: What makes it worth it would you say?

Lynn: You're much happier.

Ray: That's it?

Lynn: Well, no, our income has changed.

[laughter]

Ray: Well carefully chosen words.

Lynn: [laughs] Then when we had the RV and we could just go anywhere and you could work anywhere, that was just wonderful.

Ray: Now, of course, we're thinking about getting a new RV, a smaller one that you can drive.

Lynn: Yes, because we're going around and around about getting one of those really big ones and hiring a driver and then we thought--

Ray: What do you do with the driver?

Lynn: What do you with-- it's like a third person like so.

Ray: You kind of have to adopt them into your family.

Lynn: Like "Hey, how are you doing today? Want to play?" I'm thinking of a person. [laughs]

Ray: Please, no. Well, I think this was a long overdue episode. I think people are going to get a lot from it. I really appreciate you. I know that you just really opened up and shared without a filter and I appreciate you doing that.

Lynn: That's correct because you called me like about half an hour ago.

Ray: Kind of sprang on you, didn't I?

Lynn: Yes, so I'm glad this isn't recorded like a video, like you could see me right now.

Ray: You're beautiful baby. I love you.

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Lynn: Thank you.

[music]

Ray: Isn't she amazing? She is. Let's just be honest. She is marvelous. If you found today's show helpful, you could help us by subscribing to the show in the Apple podcast directory and give us a rating and a review. If you leave your real name in the review, we will mention you on an upcoming episode. You can get the transcript for this episode and all the resources that we mentioned, all the links by going to rayedwards.com/284.

This week's quote worth note is, "Don't marry the person you think you can live with, marry only the individual you think you can't live without." Well, that's true and I was lucky enough to do that. That quote was from Dr. James Dobson, by the way. Until next week, I pray that God continues to bless you and that he does more for you than you can ask or even possibly imagine. Peace to your house.

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