



## Ray Edwards Show, Episode 331

### 15 Liberating Truths About Money

**Announcer 1:** Coming up on the Ray Edwards show.

**Ray:** If your identity, if your self-worth comes from your bank balance you're going to be a nervous wreck for the rest of your life. Better find a different foundation to stake your identity on.

**Announcer 1:** Ray Edward Show Episode 331, 15 liberating truths about money.

[music]

**Announcer 2:** The Ray Edward Show, this is the podcast for prosperity with purpose.

**Ray:** All right, my premise for this episode is that your beliefs can either limit you, enslave you or they can free you. Nowhere is this more true than when it comes to what you believe about money. The danger is that you can believe lies as well as believing truth. I don't know if you're aware of this just because you believe something doesn't mean it's true.

**Cohost:** What?

**Ray:** You might think that that is so that's the same thing as wishcraft

**Cohost:** [laughs] I like that.

**Ray:** Wishing makes it come true as wishcraft.

**Cohost:** Wishcraft. Now, did you make that up? Did you hear from someone?

**Ray:** I think I made that up.

**Cohost:** That's a good term, I like that.

**Ray:** I do too.

**Cohost:** [laughs]

**Ray:** Not bad.

**Cohost:** No.

**Ray:** 15 seconds in. Today we're going to explore 15 slavery inducing life murdering lies about money that you probably have been told and we'll also give you the 15 liberating truths that will set you free. Just remember this, the truth will set you free but first, it will piss you off. Now, before we go any further I want to tell you about that

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quote because I've heard it attributed to many different people. Most people on the internet believe it was originally said by Gloria Steinem, the bra-burning lady from the '60s-

**Cohost:** Before my time.

**Ray:** -or '70s. Yes, but there's--

**Cohost:** It seems like that would be painful.

**Ray:** I discovered a new why you take it off first. That was what made it newsworthy, women taking off their bras and burning them. Back to the origin of the quote, "The truth will set you free but first, it will piss you off." I've heard it attributed to Werner Erhard, I've heard it attributed to Zig Ziglar which I know is not true because he wouldn't use the word "piss".

**Cohost:** Right. That doesn't sound like Zig.

**Ray:** I found a new site that I am loving is called [quoteinvestigator.com](http://quoteinvestigator.com).

**Cohost:** That's brilliant because we all know we needed someone to be the quote investigator and someone figured out-- thank you capitalism.

**Ray:** Yes. This is from quote investigator. I'll put the link in the show. The first strong match for this quote was from a 1990 book called *12 Steps to Happiness* by Joe Klaas, who labeled the statement as his favorite motto. He said in the book, "Rest assured my favorite motto will come true the truth will set you free but first it will piss you off." Of course, this is a reference to something Jesus said which was, "You shall know the truth and the truth shall set you free."

**Cohost:** "Shall set you free," or that, "I'm the way the truth and life." That's the specific truth he's referencing, but-

**Ray:** Yes.

**Cohost:** -it still applies.

[music]

**Announcer 2:** Does anyone want to live a life that is long and prosperous? Spiritual Foundations.

**Ray:** Nice segway into Spiritual Foundations. Jesus has sent us into the world for what purpose? To be his witnesses.

**Cohost:** To tell everyone that everything sucks, it's horrible, that God hates them and that if they say they're sorry, he might let them into heaven.



**Ray:** I'm pretty sure that was not correct. That is what I was taught in church, but that's not really--

**Cohost:** Well, that really changes things. [laughs]

**Ray:** It really does. Jesus actually said-- somebody asked me this one time, "Why did Jesus come into the world?" and I [unintelligible 00:04:00] around it, I didn't really know the answer and it turns out this person informed me and was correct, that the answer is in the Bible.

**Cohost:** That's shocking.

**Ray:** He actually says, "This is the reason that I came into the world."

**Cohost:** To save men's souls?

**Ray:** No. To reveal the Father. In other words, to be the Father's witness and he also says that our witness for him, our testimony to other people for him, is how we love people. In fact, he says, "This is how people will know you're my disciples, by your love for one another." Love is treating people with respect, honoring them in our words and our actions and accurately expressing the way God sees them and the potential that He put within them. To be great.

To be significant, to be powerful people. Not powerful as in being dictatorial over other people, but powerful as having the potential to accomplish things. If love is what our witness is supposed to be, how do we love one another? In John, chapter 13, he says, "A new command I give you, love one another as I have loved you, so you must love one another. By this everyone will know that you're my disciples if you love one another."

This is really hard. For those of you who have been trying to figure out the Christian walk, you've been through the discipleship program, you've been through the training, you've gone to the small group meetings, the cell group meetings, the activities group meetings, the elevate group meetings. This is the assignment, love one another, which could be a good thing to study.

**Cohost:** Yes.

**Ray:** You might find out some things that surprise you.

**Cohost:** You might realize that you're using a word every day and you don't really know what it means.

**Ray:** Words have precise meanings.

**Cohost:** Correct.

**Ray:** Worth to investigate.

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**Announcer 2:** Now, simple hacks that make life cheaper, easier and faster. Ray's tip of the week.

**Cohost:** Tip of the week.

**Ray:** Tip of the week. This week's tip is three lead magnets you can create in about one hour. So, we'll start with, just in case you don't know, what's a lead magnet? This is something that you give away on your website that entices people to give you their email address in return. They're saying to you in effect, "I will allow you to email me promotional messages, marketing messages if you give me this special thing that you're going to give me."

Now, one thing I want to make clear, that's only true if you make that part of the deal. If you say, "I'm going to give you this spreadsheet that will help you calculate your ROY in this investment." When you put in your email address you will be subscribed to my newsletter and you'll receive regular updates from me. If you just say, "Give me your email address so I can send you the spreadsheet," and you don't say in with another stuff, you don't have any right to send them another email, that will be spam.

The problem many people have is coming up with lead magnets that anybody cares about. Here are three that you can create in about an hour that people actually love. This will get people to sign up for your list. One is a checklist about whatever it is you do. Like if you're a minimalist traveler and you have a checklist of stuff that you take, and that's all you take on every trip and you travel with one bag only, that's a valuable lead magnet that people will give up their email address to get-

**Cohost:** Totally.

**Ray:** -is a checklist. I know because I've gotten several of them that way. Another lead magnet you can create in about an hour is a resource list. Just make a list of the tools, the books, the websites that you use in your business or for the thing that you teach or help people with or if you're helping people make a purchasing decision about maybe buying a hot tub, you can make a resource list of links to different sites about that subject, that's something people will be willing to give up their emails address for. Finally, templates.

**Cohost:** Templates.

**Ray:** If you have a template for getting a meeting with somebody that's unique and has a special twist on it and it works like most of the time, that template will be very much desired by people. You can offer that template as a lead magnet and people will give up their email address in order to get the template. There's three ideas for lead magnets you can create in about an hour and if you want extra points just get a designer to make it pretty, you can get one at fiver.com. Just be careful and make sure it's pretty and not tacky.

**Announcer 2:** Now our feature presentation.

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**Ray:** On to the 15 limiting beliefs or lies about money and the 15 corresponding liberating truths. First one, this is a lie, "Money is the root of all evil." Evil. This is something that is not even in the Bible. Do we need to belabor this?

**Cohost:** I feel like we have so much-- we have a lot of resources.

**Ray:** Yes.

**Cohost:** It's not in the Bible.

**Ray:** Let's just give you the liberating truth. Money is fundamentally good. It represents value. It means you did something good and somebody wants to reward you for it. Lie or limiting belief number two-- I'll be interested to hear your response to this one because you don't know what I have here.

**Cohost:** No, this is all new to me. People don't know that. We've started this new thing where I don't really know what the podcast is about [laughs] until we're recording it [laughs]. It makes it more fun.

**Ray:** It seems to work.

**Cohost:** Yes.

**Ray:** Here's the limiting belief or lie, "It takes money to make money."

**Cohost:** Oh, interesting.

**Ray:** I don't believe that's true. I believe that money is the product of creativity and you can literally create money out of nothing. In fact, there's a country on the face of the earth that was the first country in history to come up with the concept called making money because until the USA came along, the only way to get money was to steal it.

**Cohost:** Let's be fair, there were marketplaces and things like that but the United States was the first country really built on the premise with the laws to protect trade and to protect people's right to trade with each other. Yes, it was the first country whose government was really designed to help people make money.

**Ray:** Yes. Money lie number three, "Money doesn't grow on trees." This is a subtle lie because it sounds wise upfront but what it's really saying is money is not plentiful.

**Cohost:** That's interesting because I always thought the phrase meant money doesn't just grow by itself, it takes effort to make money.

**Ray:** Well, and the implication-- I mean, this is how it was used in my upbringing. Was, "Money doesn't grow on trees, it's really hard to get, it's really not very plentiful so don't waste it."

**Cohost:** I can see that.

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**Ray:** It was a very poverty-oriented mindset. My first answer is if you own an orchard it does.

**Cohost:** [laughs]

**Ray:** My point is, money is the easiest thing, taking care of money might be a little more difficult.

**Cohost:** Right.

**Ray:** Lie number four, "Money is dirty," and people will quote the Bible where there's a phrase called "filthy looker", which, "looker" is a word that's out of use now but it means wealth. There's even a phrase we use in modern day times, we will say of somebody, "That person is filthy rich."

**Cohost:** That's true.

**Ray:** Well, according to the Bible, God blesses us with wealth and possessions. The more righteous we are the more wealth and possessions he may choose to bless us with. Look it up, I'm not going to dig for you today. By the way, you can find the backup for all this in my forthcoming book, *Permission to Prosper*. "Being poor makes you pure."

**Cohost:** Is this another line?

**Ray:** Yes. Being poor makes you pure.

**Cohost:** Yes, because the height of virtue is being poor.

**Ray:** Virtue only comes from being virtuous. Money doesn't make you rich and poverty does not make you holy.

**Cohost:** No.

**Ray:** Wealthy people look down on poor people. Well, if they have a tall building they might.

**Cohost:** They might, yes.

**Ray:** There might be a few bad eggs in a bunch but pride and snobbery are not limited to the upper class, no.

**Cohost:** No, people can be proud and snobbish all across the social economic thing.

**Ray:** In fact, I've seen a lot of people who don't have very much money who are very prideful and snobbish toward rich people.





**Cohost:** Yes, I would actually argue that there's far more, far more hostility and enmity from the poor towards the rich, than there are towards the-- that this whole perceived thing that the rich hate the poor and are trying to get out of them just doesn't exist?

**Ray:** Yes.

**Cohost:** If you want to talk about one class of people hating another class of people that would unfortunately be the poor hating the rich, not the other way around.

**Ray:** Yes, agreed. Right. Lie number eight, I think. "Rich people don't get into heaven." This comes from a verse where Jesus says, "It's easier for the camel to fit through the eye of a needle than it is for a rich man to get into heaven." Well, first of all, he did not say rich people don't get into heaven. Let's just be clear about what he said and I believe that even though he's God, he uses metaphors. He was trying to illustrate a point which is, it's difficult for a person who worships their riches to get into heaven, to enter into the kingdom, into the king's domain.

**Cohost:** Well, because he responds and he's responding to this because of the [unintelligible 00:14:55] ruler, right? Isn't that the same story?

**Ray:** Yes.

**Cohost:** So it's all predicated on the fact that this rich guy who was really wealthy was like, "Hey, what do I have to do to receive the Kingdom of Heaven?" and Jesus tells him, "Follow the commandments," and he's like, "I've done all that." "All right, then sell everything and give it all to the poor." Exposing his idolatry to his worship of money and his possessions. When he walks away, that's when he makes this comment, "It's easier for the rich man to--"

**Ray:** -to the disciples.

**Cohost:** To the disciples.

**Ray:** This is the part that never gets told, Peter said, "Well, then how can anybody be saved?" Jesus said-- Peter said, "We've given up houses and mothers and homes and everything for you." Jesus said, "Anybody who gives up all those things in this life will be rewarded with houses and mothers and riches in this life and in the next." That's weird. If money's evil, then the reward for being righteous is to get more of the stuff that's evil.

**Cohost:** When Peter says, "How can anyone be saved?" I can't remember what follows, which comes first in that narrative, but Jesus says, "Well, through men, it's impossible, but through God, all things are possible."

**Ray:** Yes, if you read that full statement, he's just not saying that the rich can't get into Heaven. He then just reclassifies, because Peter says, "Well, how can anyone be saved?" and Jesus says, "Oh, no one can be saved by man's means, it can only



be done through God's means." Money lie number 10, "Money isn't everything." Again, on the surface, this sentence is true, but the meaning that is imparted behind it is, "Money can't buy you happiness." That's another way of saying this.

**Cohost:** Or that there are more important things. Money is almost like a necessary evil. If you're too focused on money, then you're missing out on the more important things in life.

**Ray:** Yes, and the truth is-- again, you can look up the scripture yourself, just do it on the internet if you're lazy. God gives us money to enjoy, not to worship, but to enjoy. There's a few of these that are corollary to another. Lie number 11, "The best things in life are free." Well, in 1 Timothy, it says, "God richly gives us all things to enjoy." That would include the things that are not free.

If you're a starving person and you have to pay to get some food to not be starving, at that moment, I bet you would think the food was the best thing in life and it was not free. Money lie number 12, "Normal people, poor people resent rich people." We talked about the antithesis of this belief earlier. While I think there is more snobbery and prejudice against the rich among the poor than there is in the opposite direction, the same truth that we mentioned earlier is true here. Resentment is not restricted to one socioeconomic class.

**Ray:** No, it's not.

**Cohost:** It's got nothing to do with how much money you have. It's got something to do with how much insecurity you have about who you are.

**Ray:** Right, and in how you see money and your relationship to it.

**Cohost:** That gets into-- you place too much of your own value in what other people think of you. Money lie number 13, "You need to be highly educated to make money." Well, this is obviously not true because I know a lot of people who are highly educated who are flat broke especially people who wander into the realm of academia where education becomes the purpose of their life. Most of those people are poor.

Lack of education is an excuse, not a reason for you to have poverty in your life. I was just talking to somebody this morning. When we do workshops, I frequently almost every time have at least one Ph.D, one medical doctor and several people with advanced graduate degrees and almost everybody in our workshops has a college degree. I only have a high school diploma and I'm just going to say this, you can either be comfortable with it or not, I make a lot of money.

Education-- formal education as verified by the institutions allegedly dedicated to learning is not required to make money. Just unpack that suitcase for a while. Money lie number 14, "Money is a heavy burden." Money doesn't weigh very much for people who are accustomed to handling it, who are comfortable with it, who





understand it's nature, who understand where it comes from and where it needs to go.

It doesn't represent a burden to people whose identity is not tied up in how much money they have. If your identity, if your self-worth comes from your bank balance, you're going to be a nervous wreck for the rest of your life, better find a different foundation to stake your identity on. Here's a hint, if your identity depends on something that can be taken away from you, you have made it dependent upon the wrong thing.

**Cohost:** Correct.

**Ray:** Finally, money lie number 15. I don't know if this one will represent a disagreement between us or not, "It takes hard work to make money."

**Cohost:** Oh, no, not necessarily. It can depending on the situation.

**Ray:** We're in agreement?

**Cohost:** Yes, it can take hard work if you're in a really unique situation but the beautiful thing about the human mind is that we're always coming up with solutions for making things easier.

**Ray:** Yes, and another angle on this is that sometimes what looks like hard work to one person, looks like fun to another person.

**Cohost:** Correct.

**Ray:** You might look at somebody who's working a 12 hour day and say, "That guy has got to be miserable, he's working so hard" That guy might be thinking, "I can't believe, I get to do this and I get paid, I'm having a great time." We've only scratched the surface of lies that are possible for you to believe about money and we didn't even fully justify why they were all lies. Some of you might be going, "You didn't really explain that." Well, that's because this was not going to be a three-hour episode.

**Cohost:** Right. [laughs]

**Ray:** We'll come back and visit some of these things more in the coming weeks. For now, my purpose in this episode was to challenge your thinking and make you think. Examine your premises that you have about money and wealth and ask yourself, "Where did that come from? Why do I believe that? Is it true?" If your answer to, "Is it true?" is yes, then how do you know it's true? Things to think about.

**Cohost:** All if you found the show helpful, please subscribe to it in the Apple podcast directory and leave a review in iTunes, it's very helpful for us. If you'd like the notes and transcript for the show, please go to [rayedwards.com\331](http://rayedwards.com\331) and they will be there waiting for you.

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**Ray:** Until next week, may God bless you with more than you can ask or possibly imagine and may he challenge your mindset on money and wealth. If you say yes to that he will, peace to your house.

[music]

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**[00:23:56] [END OF AUDIO]**