



## The Ray Edwards Show, Episode 361

### The One Thing That Changes Everything

- Speaker 1: [00:01](#) Coming up on the Ray Edward Show, if you're not doing the thing you were meant to be doing right now, stop everything else and start doing that thing. You're listening to the Ray Edwards show, episode three, six one. Ken, one thing, change everything.
- Speaker 2: [00:21](#) The Ray Edwards show. This is podcast for prosperity with purpose. Well, you probably have already guessed that. My answer to the question that is the title of this episode, Can one thing changed everything? My answer is yes it can and I'd go a little further than that. Actually. I'd say that the only thing that changes everything is one thing. One of my talking about, well, I'm going to get to that.
- Speaker 1: [00:53](#) We're going to share exactly what the one thing is. It can change everything and how you can make use of it, but first we're going to dive into spiritual foundation.
- Speaker 2: [01:04](#) Does anyone want to live a life that has long, prosperous spiritual foundations?
- Speaker 1: [01:10](#) This is one of my favorite topics to talk about with super religious people because it makes them very upset and I guess it maybe says something not great about my character that I enjoy seeing them get very upset about this, but I'm just being real. Folks are just letting it get real. So a lot of people who are super religious get really upset about foul language and they think there are these verses in the Bible that teach us not to speak in profanity and while I don't think that profanity is the best way to communicate, almost all the time, there seems like there's times when it's the only appropriate thing to do, but most of the time I think it's better to find a better way to express yourself. But I also don't think there's anything in the Bible that says don't do it. And one of the verses that gets quoted so often about this subject is Ephesians chapter four, verse 29. And let me just read it to you and then let me tell you what I think. It actually says. Let no corrupt word proceed out of your mouth, but

what is good for necessary edification that it may impart grace to the hearers.

Speaker 1: [02:23](#)

So let's unpack that very carefully phrase by phrase and see if we can parse what it means. Let no corrupt word proceed out of your mouth. So corrupt. What does it mean when it says corrupt word? Let's go to the dictionary and define the word corrupt. Let's start with that. So the dictionary definition of the word corrupt is having or showing a willingness to act dishonestly in return for money or personal gain cause to act dishonestly in return for money, a personal gain, change or debased by making errors or intentional alterations. That's from the online dictionary. A dictionary.com. Merriam Webster says, doing things that are dishonest or illegal in order to make money or to gain or keep power done or controlled by dishonest and immoral people. Okay, so I'm just going to stop there. Does any of that sound like it has something to do with profanity to you? Because it doesn't. To me, it refers to the morals of the person. And then what it says here is let no corrupt word proceed out of your mouth. So that to me sounds like don't let any dishonest words that are meant to demean people are put them down or control them or manipulate them or steal their money, come out of your mouth.

Speaker 1: [03:51](#)

Then the verse goes on to say, but what is good for necessary edification, so edification. Let's let's concede that words have precise meanings, and if we're going to discuss what something means, we should make sure we know what the words mean. We should all be in agreement on what the words actually mean. Edification, according to dictionary.com, is the instruction or improvement of a person, morally or intellectually. Another definition is improvement, instruction or enlightenment, especially when morally or spiritually uplifting. Then vocabulary.com says, if something is for your edification, watch out. It means it's designed to improve you in some way, whether they're morally, educationally, or spiritually. Originally edification had a strictly religious sense in the meaning of building up of the soul. Oh, hold on. This would've been the meaning to the original readers of this biblical text. The building up of the soul, so building it up is the opposite of tearing it down so it wouldn't be telling the soul what a filthy disgusting thing it is. It would be building it up, edifying it, so let no corrupt word proceed out of your mouth, but what is good for necessary edification or building up that it may impart grace to the hearers. Now grace we know means unmerited favor

Speaker 1: [05:25](#)

over and above what we deserve. So this verse seems to be saying to me, don't let any corrupt word proceed out of your mouth. Don't let any words come out of your

mouth that are encouraging people to be immoral, that are demeaning them, trying to manipulate them or steal their money, but say to them what edifies and what builds up their soul that it may impart grace or that it may cause unmerited favor to fill them up. Well, gosh, that sounds like something totally different than what most people believe it. And it also encourages us to say things to other people that bring grace to them that make them feel as though grace has just washed over them. What if we all did that instead of carrying protest signs up and down the walkways in front of clinics or in front of the homes or buildings of people we don't agree with? What if we just said things that imparted grace to them? Jesus said, this is how they will know you are my disciples by your love for one another. Interesting something to think about. Now, feature, presentation. All right, let's get to it. Can a single thing just one thing really double, triple, quadruple your income can really revolutionize your life, can change everything in your life. Can One thing changed everything? Can it reduce the time you spend working? Can it reduce your stress level? Can it help you simplify your life? Well, chances are if you listen to this show, you're an entrepreneur, a business owner, or you're thinking about becoming one. You're working in a real business, making real money and you've enjoyed success.

Speaker 1:

[07:19](#)

Some of maybe you're in success now, maybe you're not depending on how you define it. Maybe you want to establish your personal brand platform which spreads your message and but you profit from your knowledge, your experience and wisdom, or maybe you want to multiply the income and impact of your current business. Could be a construction company or an insurance agency or a legal practice. You want to add the booster rocket, have a personal brand platform to that business. Thank you. It is like being the Richard Branson of your industry. Then this podcast episode maybe a particular interest to you because here's why. I'm going to show you the most profitable discovery I've ever made and I'm going to explain to you how to apply it to your business by most profitable discovery ever made. What I mean is this one thing

Speaker 1:

[08:14](#)

has brought me more revenue and more profits than any other thing I've ever done. That sounds like a big claim, but it's true and you might be thinking, well, it's good for you ray, but you've written copy for famous people and you've been part of these big product launches and so you're kind of a big deal or something like that. I'm not saying that I am, but other people have said it, so right now you might be thinking, Ray, why you want to Brag so much? Well, there's two reasons. First, this one I'm talking about directly affects you and your business and your life,

because in this podcast I'm going to explain what I'm talking about, what the one thing is, how I've used it in exactly how you can do the same thing, and then second, I hate sounding like I'm bragging. I hate it. I have to at least sometimes talk about the numbers in terms of what promotions I have created, have made A. Sometimes I have to talk about my income. When I do that. I'm not promising you the same income by any stretch. I'm not trying to impress you, but rather to impress upon you what is possible and what is possible for you. Even more importantly,

Speaker 1: [09:25](#) and I want to emphasize that, what's more meaningful to me than the money is the fact that I'm living this magnificent life.

Speaker 1: [09:40](#) What I believe is my best life despite three major distractions. Distraction. Number one is I have Parkinson's disease. It's a darn nuisance in my life. Causes all kinds of drama and distraction and I don't like it. It's a distraction, but I try to keep it in that compartment that it is a distraction and nothing else. There's a difference between a tragedy and a distraction or an inconvenience and this is definitely a distraction or an inconvenience and not a tragedy. Major distraction. Number two is I decided at the end of last year to make an investment in a major investment in the business. I know absolutely nothing about. I bought a coffee shop along with my son. I didn't buy my son, my son and I bought a coffee shop together. You know, a business with tables, chairs, elise and all kinds of grownup stuff that goes along with all that stuff that has been a learning experience and major distraction. Number three is I had been traveling all over the place, like a crazy person. I've been gone so much time, taking so much time off. I've done a couple of spiritual retreats. I've written a book, business trips. It took me all over the world, including Hong Kong. I was really just physically absent much of the year, sort of like my senior year in high school

Speaker 1: [11:02](#) and the fact is that did not slow me down. This is where the one thing thing becomes really important because on top of not being bothered by those distractions and set backs, most of the time mean sometimes I have my moments of weakness, but mostly I was not bothered by them. I still had my best year ever because in addition to having our best overall revenue year, I also had my best year emotionally, my best year spiritually, my best year, relationally and my best year physically. I'm just going to say that despite having Parkinson's disease to deal with, I'm in the best physical shape of my life so far other than that thing and I'm determined to shake that thing off. So how did I get to this place where I am this wonderful nirvana? I have no problems at all. That's not the case. I'm

not saying that I'm being sarcastic. Now. Of course I have difficulties and problems to deal with, but how can I claim and apparently meaning that I had my best year ever and planned to do the same thing again next year. I believe you're only one single decision away from the life you deserve and the life you want, the thing you've been chasing all these years. Through my years of working with businesses including my own, I realized one thing.

Speaker 1:

[12:26](#)

There's always one thing that we want that when we identify it, it will totally transform our business and our life and if you can find the courage to make that one decision when you, when you discovered what it is, you'll know it. When you find the courage to make that one decision, everything else will change and faster than you could possibly imagine. You want an example? Here's an example from my client and now friend Gail. Mercer Mackay. Her story of transformation is remarkable. I'm just gonna read you a part of it, but she wrote to me, she said, at the very worst time of my life when my business should have failed, why is advice from Ray Edwards based on experience at a spiritual approach to running your life helped me thrive culminating in my first million dollar year. That lights me up inside. Then there's John Meese. You've heard me talk about John before John wrote the following. I have radically changed my lifestyle and career, including quadrupling my income all because I made the choice to trust Ray and I've applied just a few lessons. I've since learned or dozens of other teachers online who don't offer half the value that Ray does, but charge twice as much. I'm a risk believer now. I just ignore everyone else. He's the real deal from beginning to end.

Speaker 1:

[13:43](#)

Fast forward to today. John says, where I'm the full time dean of Platform University, working closely with Michael Hyatt, totally thousands of online entrepreneurs down the same path. Ray started me on a few years ago. Needless to say, Ray had an incredible impact on my success and thus my life. It seems crazy, but I can add to the list of Ray's impact on my life. The fact that we've become real genuine friends as a total outsider he welcomed me and celebrated every milestone in my success from day one. It's hard not to. I mean, if you know John, he's the most charming, likable human. He just. It's impossible not to like John Meese, these stories I'm telling you not to brag or boast. Again, I'm telling you because they're typical of those who have allowed me to persuade them to work on this one single decision they need to make. Now as for me, how did it work out for me, I went from having to hustle every month just to pay the bills in the taxes to building a relatively stress free business that generates income at will, sometimes as much as \$170,000 a month or more. Sometimes there are

times and cashflow is fat and times cashflow skinny, but I'm prepared for those times because I know that they come to lean times in the fat times

Speaker 1:

[15:02](#)

and this is a business where I literally do every day. What I love to do, which is come up with new ideas and to explain and synthesize my ideas and teach them to other people. This is my favorite thing to do, my zone of genius. I take home more, I have less stress and I'm able to work on the business rather than in. And that's. That's a distinction that I've known about for a long time but only begun to make this year. I'm still in process on that one and it's all because they made one single decision. So now you're probably really wondering what is the one decision? Well, before I answer that question, just imagine what could happen if you figured it out and you made this one decision. Imagine would that decision? If it's that magic lever, it changes everything. How would it change your business? How would it change your life? How would it affect your stress levels? How would it affect your relationship with the people you love? How would it affect your income? If you could find that one decision that changes everything for the better one single decision. And so your question right now is got to be re, what is the one single decision for crying out loud? Tell me after all, I make lots of decisions all the time. Yes, that is exactly the problem.

Speaker 1:

[16:34](#)

You're making too many decisions. You got decision fatigue. There are ways to make just one decision that rules them all the decisions in the words of Gary Keller that renders all other decisions easy or even completely unnecessary. So if you haven't read the book, the one thing I highly encourage you to read it, that's where these ideas come from. Me and Gary are great friends. He does not know that yet, but we are. We're very good friends and I'm absolutely blatantly borrowing that line of thinking from Brooke Castillo of the life coach school. I heard her saying about one of her favorite authors. I thought that is fascinating. So Brooke is also a good friend of mine. She doesn't know it yet, but she's a good friend of mine. Love you Brooke. So let's get back to the one decision finding out what the one single decision is for you can be difficult because like curly said in the movie city slickers, when billy crystal asked him, what's the one thing curly said, that is what you have to figure out. It can be hard, it can take years of trial and error. It can take all kinds of mistakes, wasting lots and lots of money.

Speaker 1:

[18:08](#)

So what is the one decision? I want you to sit quietly with this exercise with me for just a moment. Close Your eyes and put your feet flat on the floor. Take a deep breath, relax and let your breath out. Sound like darth vader.

Don't sound like Darth Vader. Release your breath, breathe, and again, deep breath and then cleansing. Breathe out as you exhale. And this time as you exhale, this next time, I want you to take all the stress, all the worry, all the pain, all the regret or the guilt or the shame. I want you to let all that go in this next breath, deep breath in, release it and let all that stuff just drop away. Just for a moment, you can have it all back if you want it back later and from this place with your eyes still closed, where you've released all the things that hinder you so much, all the many things you worry about just being in this moment right now, listening to the sound of my voice, being aware of the pressure of the chair on your backside of your feet, on the floor. Maybe if your hands resting on your legs,

Speaker 1: [19:26](#) being aware of your breathing, even being aware of the discomfort you may be feeling right now. It's okay. Just meet with that. Ask this question. What is the one thing I'm meant to be doing right now, and pay attention to what pops into your head.

Speaker 1: [19:53](#) For most of you, the answer that just came into your head is the right answer. For some of you, you were thinking too much while I was talking and so you were trying to figure out what's the right answer to come up with that sounds good. That'll mean I'm a great entrepreneur. Doesn't mean I'm an achiever. I'm a d on the disks. No, no, no, no, no. Get on all that stuff, go and then just take a deep breath in from your intuition, your inner person, your spirit just asked the question, what's the one thing I'm meant to be doing right now and chances are good that for many it will be something totally different than what you've been doing all your life. For others, it will be something that you love to do, but you never thought you had permission to do. Maybe you find yourself in the case of

Speaker 3: [20:48](#) you're professional, you've been to school. You've you're a physician or an attorney,

Speaker 1: [20:54](#) some other profession that requires extensive training. Maybe you're an airline pilot and you've invested so many years and so much money and so much time into this profession and you don't enjoy it any longer and you long to do something else. You think about painting or photography or filmmaking or working with children or working on a hospital ship in South Africa or some other crazy thing that if people around you heard you say this, they think you'd lost your marbles, and yet you know at some deep level inside you. This is the one thing you were meant to be doing right now, and this doesn't mean it's the one thing for all of your life. It's the one thing for right now. Now for most people, if I go through this



exercise with you and you played along and you didn't try to circumvent or try to figure out what my game was because I didn't have a game. If he just listened and you got a real answer, it may have scared you. It may have made you think, I can't do that because I'd have to give up this whole life that I have right now. Yes, maybe that's what's making you miserable.

Speaker 1: [22:07](#)

This is radical stuff. I know, but if you need a radical change in your life, here's a newsflash, you're gonna have to make some radical actions. You don't change radically by taking the mediocre, medium, harmless decision route. You make massive change in your life by changing your life massively. Scott Harrison of charity water was listening to him on the rich roll podcast a few days ago, and he was telling the story of how he was the king of nightclubs. In New York City and living a life of total debauchery, alcohol, sex, drugs, music, that whole scene, and he realized at some point he hit rock bottom. I realized my life is totally empty. What would life be like if I was doing totally the opposite thing I'm doing right now? What if my life was 100 percent the opposite of what it is now and he found himself volunteering on a hospital ship and long story short, he ended up founding charity water which has helped cut the problem of clean drinking water in the world and half since he started that organization and it's changed the way people think about giving and charity the world over. He's had such a huge impact by doing the thing to do is meant to be doing right then, but maybe you say, well, I don't have anything that clear ray, so what he's supposed to be doing right now just for the time being. Don't worry about your calling for all of your life. Just what you're supposed to be doing right now, and if you can't get the feeling behind it, just pick the thing you feel intuitively drawn most to and just decide that's it for now,

Speaker 1: [23:37](#)

so what do you do now? If you figured this out and it means having to overturn your entire life, like leave your medical practice, sell your home, sell your possessions, become a minimalist, live in the woods, live in a different country. I don't know what changes it might mean, but it might be changes that your spouse is not in for. They're not up for those changes. They're not into that program. They don't want to sign up for that class and you've got a decision to make. It might be they might surprise you. They might be joyous and overjoyed and they might say, what took you so long? Wouldn't that be an interesting surprise? Whatever it is, talk to them about it. The only way you're going to live a different life, the one that you dream of, the one that you feel you're meant to be living is by doing it and that's going to take courage. It's gonna. Take the courage to let go of what you know to step into what you don't. That is the one thing you need to do. If



you're not doing the thing you were meant to be doing right now, stop everything else and start doing that thing.

Speaker 1: [24:43](#)

My friend cliff ravencraft did this a year ago.

Speaker 1: [24:48](#)

He was burnt out and used up on teaching people how to podcast and he did not want to do it anymore and he felt like his calling. What are you meant to be doing right then was encouraging people and helping them get free of the limiting beliefs that hold them back and step into the life that they've felt they were created to live and do the work they felt they were created to do and experience the joy of that so he threw caution to the wind. He completely eradicated all of his podcasts related income streams and started from scratch from zero as this mindset guy, he changed his website from podcast answer man to mindset answer man.com. Check it out for yourself. Mindset and answer man.com. And he's been inordinately successful and he's the happiest I've ever seen him. It makes me weep. Sometimes. I'm thinking about how happy cliff has become and how fulfilled he is right now. It really touches me deep and it inspires me. That's why I'm talking to you about this today because I realized cliff did the unthinkable. He pursued the one thing, and once you figure out what it is, then perfecting that one thing and implementing it is the hard work

Speaker 1: [25:59](#)

and it's done step by step. You're not going to have the complete plan right up front. You're just going to have to figure out what the next logical step is. Thank you Armand Morin for that phrase. It sticks in my head. The next logical step. Pick your one thing and give it everything you've got. If you don't, what else are you doing with your life? Why do the one thing that changes everything?

Speaker 1: [26:30](#)

I know it's scary. I know it can be frightening to think that the one thing that you need to do changes everything in your life and it involves other people. Well involve. Those are the people involved them in the conversation about the one thing. Let them know about your epiphany. Here's the truth of the matter. You didn't learn the one thing that you need to do for me. You knew it yourself all along. If you haven't figured it out yet, just do the exercise over again. It may take getting away from your normal environment. Maybe we will take a camping trip going out to the lake of the woods, hiking in glacier national park, whatever is your thing, sailing flying in an airplane, whatever it takes to get into solitude where you can hear yourself think instead of listening to twitter and facebook and instagram and all the sources of the twitch,

- Speaker 1: [27:29](#) you know that twitch you have when you need to reach for your phone and see if you can get some kind of stimulus from it, but that thing away. Get into solitude to nature and figure out what your one thing is and then figure out what the first step toward that is. What's the next logical step? Maybe it's to talk to your husband or your wife about what you've realized when she finally had the courage to admit because you've known it all along. That's my belief. You've known it all along and if you're thinking, I knew this all along, it's nothing new. That's how you know you really got it. I know this episode is a little different. It's kind of a different theme, but I've got some different things on the way for you in the coming months and in 2019. I think you're gonna find it exciting. I hope so, but I'd love to get your feedback on this episode. Did you find the one thing? Do you know what it is? What are you going to do about it? What would it look like if you. If you threw everything else away and you started with that one thing, that's all you did with your life. That was what your focus was. You cut away all the other things that cause this one thing changes everything.
- Speaker 1: [28:31](#) What would that be? Share. Go to ray at [inaudible] dot com four slash three, six, one and in the comments, share with your one thing is and what you're going to do about it, what's your next logical step and maybe even what scares you about it because if it doesn't scare you, it's not big enough. Maybe you made this decision long time ago and you have a story to tell about that. I'd love to hear that story too. Ray Edwards.com forward slash three, six one. Whenever you do go in search of the one thing that will change everything. It's worth the pursuit.
- Speaker 4: [29:12](#) There you go. If you enjoyed this episode and you could do me a favor by subscribing in itunes or your favorite podcast app and giving us a rating or review, that always helps and honest when we appreciate it. Hopefully it's good, but an honest review helps us whether it's good or not, so we appreciate that. I appreciate you listening. Downloading the episode and listen to it. It makes a difference because they track that stuff too. I don't know how they track everything. You know how it goes, but you can help that way you can help by sharing the podcast with other people if you think they'd be helps by it, but you think they'd benefit from it. Until next time, my prayer for you is that you would live along life, that you'd enjoy good health and you had prospered like crazy pcu and peace to you.
- Speaker 2: [29:54](#) Thank you for listening to the Ray Edwards show. Find the complete archives of all episodes@broadcast.com or subscribe for a free through apple podcasts and never miss an episode is program Copyright Ray Edwards International Incorporated. All rights reserved. Each week

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