



Ray Edwards Show, Episode 404

The Miracle Equation with Hal Elrod

- Announcer: [00:01](#) The Ray Edwards Show, episode 404 the miracle equation with Hal Elrod. The Ray Edwards Show. This is the podcast for prosperity with purpose.
- Ray Edwards: [00:16](#) Hey, it's Ray Edwards here with my executive assistant and podcast co-host, extraordinaire, Tiffany Laughter-Twinning. Today's episode, we're going to talk to Hal Elrod, who you had a chance to talk to him.
- Tiffany: [00:27](#) He has a very nice voice.
- Ray Edwards: [00:29](#) He's an inspirational guy. He wrote a book a few years ago called the Miracle Morning, which is about how to become a morning person. Prescribed the whole morning routine thing, all the stuff to do in the morning. So that's why I first started doing that based on. Made a huge difference in my life, my business. And then I don't know if he even know this part of the story, but sometime in the past few months when I was in my, my dark time, I've been asking God for a miracle health-wise. I was praying one night and I said to him, I don't know what to do. I know I need a miracle, I need a formula. Just give me a formula or recipe for a miracle.
- Tiffany: [00:59](#) Yeah.
- Ray Edwards: [01:00](#) And the next morning I was listening to Jordan Harbinger's podcast and he had on this guy named Hal Elrod. He said he'd just written a new book called the miracle equation and I'm like, what? That's why we ended up having this interview. When I tell him that my, my last name was originally a miracle, he freaked out. I said, yeah, my, my name was miracle. He said "what? I would have killed to have that name! Would have been good branding", so I love this interview. It was a lot of fun to do and let's just get right into it.
- Announcer: [01:29](#) And now our feature presentation,.
- Ray Edwards: [01:32](#) I'm so excited to have Hal Elrod as my guest on the podcast this has been quite a while in coming. We just had to make our schedules match up. We are a couple of busy guys apparently, Hal.

Hal Elrod: [01:42](#) It's true. Making our schedules match up sounds like an easy thing. You would thank, Ray but not quite so easy.

Ray Edwards: [01:48](#) But it's because we're both richly blessed I believe and a wealth of opportunities before us. I want to just back up for a couple of steps and talk about where I first encountered you, which was I think where a lot of people first encountered you which was the miracle morning.

Hal Elrod: [02:06](#) Yeah, absolutely.

Ray Edwards: [02:07](#) And well actually I don't want to start there. I want to start with the miracle equation. I was going through a period in my life when I was super challenged. I had a lot of things going on. I had, a diagnosis that I got Parkinson's disease. I've been dealing with it for a few years and I've been fairly positive and forward moving with that whole scenario. But when I read your book, how it like split open a whole new reality for me. The miracle equation really was a miracle in my life. So I'd like to start with a story of where that book came from.

Hal Elrod: [02:51](#) Wow. For first of all, I, yes, I am happy to share this story, but I just, I just want to say thank you for sharing that with me, ray, and I'm so just humbled and honored and grateful that, that the book made such an impact for you. Ah, the miracle equation is, yeah, the, the irony is it's my new book, right? It came out a couple of months ago, quite a few years after the miracle morning, six years, I guess, seven years after. But the, the irony is that it, it proceeded the miracle morning. It's almost like the Prequel, right? Like I was living this thing, I called the miracle equation for about six years when I had this idea for this thing called the miracle morning. Right? So, here's how it came to be. I was 20 years old, actually, I think it was 21 at the time and I had been selling Cutco cutlery for about a year, but two years, I guess at that point, two years. And during that two year period, the story that kind of launched me into the work that I do now, it wasn't a story back then. It was a, a life and death experience that turned into a story as I, as I started telling it. But I was driving home from a work meeting. I was in sales, direct sales, selling Cutco cutlery and if you're not familiar with Cutco or how it is sold. It is direct sales, meaning not door to door where you're knocking on people's doors, but it is based on referrals and the presentations are done in people's homes. So what that means is let's say I do a presentation for somebody. They buy something, they don't buy something. Either way. I asked them if they know anyone that would be nice

enough to, take a look at the product that likes to cook and it might be a good fit for it. And there's always, never any pressure to buy anything. And and I would usually get, you know, 10 to 15 referrals, 15 to 20 sometimes of people that they knew. Oh yeah, call Betty and call mark and call Johnny and Dah, Dah, Dah. And , and I would go home and I would call those 15 people and schedule appointments with them and come and show them. And then that would repeat. So some people have an understanding of what I was doing for a living and I had broken a lot of the company records. I had gone from being a really average kid my whole life, kind of mediocre, not really an achiever throughout my younger years, you know, a younger years being, you know, grade school. I wasn't, I didn't get good grades. I wasn't an athlete, I wasn't popular. You know, I in fact, I really, really, I don't know if you all say low self esteem in some ways where I, I really dealt with a lot of fear and insecurity and I had a mentor when I was 19. The guy that hired me to sell Cutco, his name is just the vine. And Jesse really believed in me and you know, I don't know who said this, but I really, I live by this and I teach it as much as I can, which is sometimes that we have to believe in the belief that someone else has in us until our belief catches up and that like, don't do credit to where credit is due. I don't know who said that, but, but I'll say it again. Sometimes we have to believe in the belief that someone else has in us until our belief catches up. And by the way, for anybody listening, please borrow my belief on this show, the belief that I have in you. I believe that every single one of us, has limitless potential. And I don't, I don't pay lip service that I, I mean it very sincerely, you know, we were all born with unlimited potential as human beings and the only limitations are, you know, there are physical limitations where some of us like I'm not gonna play professional basketball, you know what I mean? Like, right, there's certain no, that's a limitation based on, you know, height or skill or, or really will, cause I think there's a great example of how many basketball players are Muggsy Bogues was five, three and you know, played in the NBA and did really well. So really I'm, the only limitations are for the most part, those we place on ourselves.

Ray Edwards:

[06:23](#)

Can, can I just, sorry to interrupt you so early. This is so important and there's a lot of people who listen to this show who are leaders in their own business or endeavors and people are dependent on you to believe in them. So as important as it is to borrow, how's belief or my belief in you to go forward with what you're trying to do, we got

to remember, we need to believe in people and do it actively so they know we believe in them because they're counting on us to do that. That's so important. Thank you for bringing that up.

Hal Elrod: [06:54](#)

It's so important. In fact, thank you for it. You just fast forward to me here. When I give, when I give a keynote speech, which I do about two or three times a month, when I give a keynote speech for whatever company, organization, event, doesn't matter. The last slide that I end with kind of speaks to that. And it's a picture of me and my family and my wife and my two kids. And it says, the greatest gift you can give to those you love. And those you lead is to fulfill your potential so that you understand how to help them fulfill theirs. Oh, and I really believe that. I don't think he's just the greatest gift. I think it's the greatest responsibility that we have as a, as a member of the human race is to truly live to, to actualize our full potential.

Ray Edwards: [07:48](#)

Yes.

Hal Elrod: [07:49](#)

And in every way, meaning I think we owe it to the world to be the healthiest we can possibly be and eat a healthy diet and exercise so that those we love and those we lead are inspired and prompted to do the same. I believe that we have a responsibility to do, achieve our financial potential so that we can contribute to those that are less fortunate, that don't have the same opportunities that we have, you know, and I could go on and on and on. Right. So back to Cutco. So, I broke a lot of company records and so I became one of their top speakers, which was not a paid gig. Like it was, hey hell, you know, I was 19 when I started selling Cutco and they're like, hey, I broke the record my first 10 days. I sold more than anyone had in the 50 year history of the company. And they said, hey, will you give a speech to the next, you know, the division meeting, which was like three or 400 people I think. And you know, I'm 19. I go, I've never given a speech. I'm nervous. Okay, I'll try it. And I did it and I liked it and you know, and then every time, because I kept being one of their top sellers, that's where they got their speakers from at their events. Typically they didn't hire keynote speakers. They just brought their top sellers in to say, Hey, will you teach what you're doing and inspire and motivate, you know, your colleagues. So one night, a year and a half into my Cutco career, driving home from giving a speech at a meeting, oh, I was at my car, a Ford Mustang, a white brand new Ford Mustang. It was a 1999 five speed Ford Mustang. I just bought it three weeks

prior and my car was hit head on by a drunk driver at 80 miles an hour in a much larger vehicle. By the way, he was in a Chevy truck full size truck. I spun off the drunk driver. The car behind me crashed into my door at 70 miles an hour and instantaneously I broke 11 bones. I broke my leg in half, my femur broke in half, my arm broke in half behind my bicep, shattered my elbow, severed the nerve in my arm, shattered my eye socket, my ear was almost completely severed, my skull was fractured on the top of it and I had internal organs broke, punctured my lung, ruptured my spleen. Also broke my pelvis in three places and I began losing a lot of blood and I bled to death that night.

Ray Edwards: [09:41](#)

You died.

Hal Elrod: [09:41](#)

Yeah, I was clinically dead for six minutes. It was, what happened was it took the fire department almost an hour to use the jaws of life and cut the roof off and pry the door back and pull me out of the car. And the pressure from the door was keeping my blood in my body. It was keeping me alive. And when they released that pressure and pulled me out of the car, I bled to death and my heart stopped beating and I stopped breathing. You know, I was clinically dead for approximately six minutes on the side of the freeway. I was rushed to the hospital. I was revived on the helicopter. They brought me back to life with the defibrillators and an IV. I spent six days in a coma. On the seventh day I woke from the coma having flatlined two more times. And I was told I would never walk again. I had permanent brain damage, which my, my wife will vouch and I was faced with, you know, an unimaginable reality, which is how am I going to, you know, what, what's the life like? This is, this is not what I planned for my life. You know, but we'll have a lot of goals that involve walking again. And it's for all of us, you know, that's, that's one of the instabilities of life, which is adversity and it comes in different forms and different shapes and sizes for everybody. This was a pretty big one for me of course. And I, the doctor said I would never walk again and I made a decision. I thought, you know what, if I never walk again, I'll be at peace with that. In fact, I told my dad, the doctors thought I was in delusional because I was so happy all the time. And I was literally, it's a week after I'm out of the coma and they called my parents in for this little meeting and said, "We're concerned with how's mental and emotional state. We believe he is in denial or he's delusional. Something is off cause he's, you know, we're telling him he's not going to walk again and he's smiling and laughing and joking

and like nothing, no big deal." And what I told my dad was, dad, if I'm in a wheelchair the rest of my life, and by the way, if you're listening to this, I'd encourage you to consider what's your wheelchair like? What's the circumstance in your life that you're afraid of or, or maybe that you're, it's in the past. Maybe it's something that happened in your life, a divorce, losing a job, whatever, whatever the unchangeable event or circumstances in your life that causes you the most mental anguish and emotional pain. Think about that for second. And I said, Dad, if I'm in a wheelchair the rest of my life, I promise you, you have nothing to worry about. I will be the happiest person that you've ever seen in a wheelchair because I'm in a wheelchair either way, so I'm not going to let that define my quality of life or my emotional well-being. So I made the choice to be the happiest and the most grateful I'd ever been while I endured the most difficult, scary time in my life. And consider that they don't have to be mutually exclusive, meaning your emotional well-being and difficult circumstances. You can have both. And so, the doctor, you know, my dad went back and told the doctors, oh, so I said, let me finish that part of it. I said, if I never walk again, I'll be the happiest person who ever seen it in a wheelchair and genuinely grateful for my life. I said, but dad, that's not the end all be all. In my mind, I, I, it's not proven that that's the, that that's the only option. I believe there's another option and that is I might walk again and honestly, I don't know, dad, if that is a, I don't even know if it's possible. It might be impossible, but until I'm proven that it is impossible and then I cannot walk, I am, I've made two decisions, two decisions and, and you know, to foreshadow, right, these are the two decisions that make up this thing called the miracle equation. The first decision dad is I am maintaining unwavering faith that I am going to walk again. And it's not faith in like a miracle that God's going to heal me. Although, yes, I've been asking him a lot like, hey, whatever you can do, it's faith in myself. It's faith in my body's ability to heal and it's faith in what I have control over, which is me. Right? And so I said, I have unwavering faith that I'm going to walk again while simultaneously. And this is difficult for most people, I think to do, but you can do it. I, I'm proof I've done it multiple times. I'll give more examples throughout the rest of the, discussion here. But I said, Dad, I'm, I have unwavering faith that I'm going to walk again, while simultaneously accepting that it may not happen. And so I'm holding both of those possibilities simultaneously. And because I'm holding the acceptance piece, there's no fear of what we'll call the

worst case scenario, which is never walking again. If that happens, I'm gonna be happy and grateful. So what would I be afraid of? But I, I've accepted that. So now my energy is not going into that as a possibility. My energy is going into what I want, which is walking again. The second decision is I will put forth extraordinary effort to walk. Again. I'm spending time every day praying and visualizing and I'm going to therapy and I'm going to do everything that I can possibly do out of my comfort zone, whatever it takes to walk again and we'll see what happens. And Ray, the doctors came in one week later, one week later, which by the way is three weeks after I was found dead and my femur broke through the side of my thigh and my pelvis broke in three places. The doctors came in with routine x-rays and they said, we don't know how to explain this because medical science doesn't, but spiritual science does. But they said, we know how to explain this, but how your body is healing, in fact, it's already healed so much so that we're going to let you take your first step today in therapy. And even for me as an optimist, Ray, I was thinking I was a year off from this conversation at the, at best three weeks later, I rolled up in a wheelchair to the parallel bars and the therapy room. And I took my first few steps and the rest is kind of history as they say. And that is when the miracle equation was born. Unwavering faith and extraordinary effort. And if you studied the world's most successful people in all walks of life, throughout history, and today you will be hard pressed to find a single one of them that didn't live by those two decisions over and over and over and over again, making them day after day after day through the ups and the downs and the setbacks and the challenges of life until, and that words crucial. They continued making those two decisions everyday until they created the outcome that they were committed to.

- Ray Edwards: [15:54](#) Yes. That word, that one word. As I was reading your book, is what, I feel like it stopped the world from me. I realized this is the missing piece because until I read your book, I felt like until it was, until I got tired or discouraged or if it felt like it was impossible,
- Hal Elrod: [16:15](#) It didn't look like it was gonna happen.
- Ray Edwards: [16:17](#) Exactly. And then I realized until means until I get the result I'm seeking. And I coach people a lot and I hear from people who say, well, I've tried everything. And usually my experience with them is I've quizzed them a little bit. Everything amounts just about three things.

Hal Elrod: [16:33](#) Yeah. There you go.

Ray Edwards: [16:34](#) So continue until.

Hal Elrod: [16:35](#) So that was it. And then when I, a year about a year and a half later, I was back into my sales career and I mean I got back in actually like two weeks after I left the hospital against doctor's orders. I was back to work. But, but about a year later, I was trying to break a company record and it, it felt impossible because I was trying to do something that had never been done in 50 year history of the company. And I thought I had 14 days to do it. It felt impossible at 14 days. And then my manager, the day before we were getting started for this, this sales contest, he said, by the way, guys, make sure you adjust your goals. Remember the conference got moved up four days. We only have 10 days to hit these goals. And I thought, there's no way, ah, I can't believe this. And I was about to give up on it. And two things led me to not give up. And these are the two great lessons for everybody. One is the lesson that I learned from Dan Cassette of my mentor who learned it from Jim Roan and a it is that the purpose of a goal is not to hit the goal. We think that it is. And that's why when we're not on track for a goal, like you said, that's our until, well, I tried man, not looking like it's gonna happen. I'm giving up, right? I'm, I'm changing direction. I'm doing something else. The purpose of a goal is not the goal. The purpose of a goal is to develop the qualities and the characteristics of someone who can achieve goals by your unwavering pursuit of the goal, regardless of your results along the way.

Ray Edwards: [17:52](#) Yes.

Hal Elrod: [17:53](#) So in other words, it's who you become that growth, that experience that lasts forever.

Hal Elrod: [18:00](#) The goal is shortly if you make a bunch of them, you make some money, you spend it, it's gone only the growth os forever. And so I remembered that and I thought, wait, so if I approach this seemingly impossible goal, it feels like a miracle, which is why I call this the miracle equation a well, the walking part too. But I said this seemingly impossible goal, it would feel like a miracle. And I got, I thought, but if I give it everything I have and I don't hit it, but if I'm, if I'm following this philosophy of it's the growth that actually matters, then I can't really fail. And that's a powerful lesson. So they take that into your, your mind and your, your world, that you can't fail it hitting a goal unless you stopped trying to hit it. But if

you try to hit it until the last possible moment, you give it everything you have and you don't actually reach it. You may have missed the goal, but you didn't fail at the greatest benefit available to you, which is the growth and who you became. And now you adjust course and you apply the new version of you to the next goal you set and you're more equipped, more capable and more deserving of achieving that next goal. Maybe you hit it, maybe you don't. But if you approach every goal with unwavering faith and extraordinary effort, then when you finally right, you just keep getting bigger and better and better and your goals get bigger and more profound and more meaningful, and then you start achieving them and you go and you don't hit them all, right? I don't hit all my goals, but the goals I set now are, are the, I should say the goals I hit now are beyond anything I ever even imagined. My younger self even imagined. I would have never even set the goals that I just hit now, you know, and it's because I understand that the purpose of a goal is who you become. And I've dedicated the last 20 years of my life since I, the story began to becoming the person by setting monumental goals that scared the hell out of me, frankly, and achieving those goals and missing those goals. But continuously giving it everything I have every single time, whether or not I hit the goal. And in doing so I've continued to, you know, just evolve as kind of become a better version of myself every single time. And so long story short, I hit that goal. I hit it in a miraculous fashion, which is how it always seems to happen. It was the last like hour of this 10 day period and it happened and it was just, you have to read. I have to read the book to know you don't have to, I just don't want to, it's too long of a story for me to go into much detail.

Ray Edwards: [20:22](#) Did you at some point in those last few hours feel like giving up.

Hal Elrod: [20:26](#) Oh, I felt like giving up every day that that's the whole point of unwavering faith feeling like giving up is a, is an emotion root, It's a feeling rooted in fear. The fear that you are going to fail. So what's the point in trying therefore I shall give up? Right. It makes sense.

Ray Edwards: [20:41](#) Yeah.

Hal Elrod: [20:41](#) So it's rooted in fear. That's the power of unwavering faith. It replaces fear. Two years ago I was diagnosed with a very rare aggressive form of cancer and I was given a 30% chance of surviving I was 37 years old. I have a wife who I adore. I have a daughter who is seven at the time

and a son who was four. I had more to lose than ever and I was terrified. And every day for the, you know, I went through this horrific chemotherapy. I lost 25% of my body weight. I was, you know, I'm six feet tall. I was 127 pounds. I almost died multiple times. In fact, I couldn't even finish. The chemotherapy treatment I was under was eight treatments, hundred hours each of nonstop chemotherapy. Every three weeks I was supposed to do eight of them. After the seventh one I was too close to death and they had to back it off and say, hell, you won't make it through the eighth one. And so the point is, the day I was diagnosed and given a 30% chance of living, I went, how am I going to beat this? How in the heck am I going to beat this? And I mean literally it was, I don't remember exactly, but it was probably five minutes, maybe 30 Ray when I went the miracle equation. That's how I walked again, when the doctors said I never would. That's how I broke every sales record that I broke. That's how I sold a million copies of the miracle morning when I didn't think I was going to sell more than a few hundred when I wrote that book. And I've sold almost 2 million now, right? Or I haven't sold it, the whatever. But it's that somebody, people who have been impacted by it, and it was all using the miracle equation. So I went the way I'm gonna defy the odds again, the best way I know how is the miracle equation. And so every day I replace fear with unwavering faith that I was going to beat cancer and live to be a hundred plus years old alongside my family. And I put forth extraordinary effort and did everything in my power to take responsibility for my healing. Not just leave it in hand to the doctors. And I'm very grateful to say that you know that I'm now happy and healthy and cancer free.

- Ray Edwards: [22:36](#) That's amazing. I don't want to, there's something I don't want to gloss over. I want to go back if you don't mind.
- Hal Elrod: [22:41](#) Sure.
- Ray Edwards: [22:41](#) You had a conversation with your wife as I remember.
- Hal Elrod: [22:44](#) Yes.
- Ray Edwards: [22:45](#) And that was incredibly powerful. Would you mind sharing that?
- Hal Elrod: [22:50](#) Are you talking on the day I was diagnosed with cancer?
- Ray Edwards: [22:52](#) Yes.

Hal Elrod:

[22:53](#)

Yeah. So she was out of town with my kids. So I was by myself visiting it cause I had been basically unable to breathe very well for the last week beforehand. My lung kept collapsing and we didn't know, we didn't know why that the, urgent care misdiagnosed with pneumonia. And so I went to my doctor to try to figure out what the heck was going on and he called me into his office. I need to go over the results in person and I'm going, what, what, and what results in person. Like, well, I just thought I gotta, I gotta I got the flu or something. Right. And he tells me you have this really rare, aggressive cancer. And, I immediately processed it like the way that I, you'll learn this in, in the miracle equation, there's a chapter called becoming emotionally invincible, and it teaches you how to be in control of your emotions no matter what goes on, happens to your, what goes on around you. You know, same way I did with it began when I had my car accident and I'm being told never gonna walk again. And I go, well, that's not gonna affect my emotional state. I teach you systematically step by step how to do that in your life. So when I was diagnosed with cancer and said, you have a 30% of living, there was zero emotional pain. It was like, okay, so I have cancer and I, you know, I have to face this and I don't need to add fear into the mix. Right? And now I'm a human. So yes, I had the thought of, well, what if I die? That would be really, that'd be the worst thing I could imagine for my children to lose their father. And my wife and you know, I'm at peace with death. I've been a piece of the death for a long time. So I'm okay with it, but I'm not, I wasn't okay with leaving my family. So I called my wife to tell her the news and I knew that she was not going to receive it the way that I did. I knew this would be the worst thing she had ever hurt and the hardest thing she'd ever heard. And so she broke down crying and that made me cry. And I said, 'Sweetheart,' and I collected myself and I said, 'I know this is, you might get angry when I say this, so please don't,' getting emotional now telling you this, Ray. But, I said, 'Sweetheart I believe that this cancer, will be the best thing that has ever happened to me. And I can say that really because of hindsight, because the car accident was the best thing that ever happened to me up until this point in my life.' I said, 'Of course you're the best thing that ever happened to me, sweetie.' You know, that's right. But you know, you get what I'm saying here. I probably literally laughed and I don't remember, but I probably literally said that, you know, like, oh no of course sweetheart you're the best thing. But, but no, but, but meaning that the growth I experienced through overcoming the car accident, it gave birth to my life's

work. It gave birth to who, The WHO I am the human being that I became right. And so in that way it shaped my life. It's the best thing that ever happened to me. And I believe that the more difficult the adversity, the greater the opportunity for growth and for it to be the best thing that ever happened. So when it was this cancer and this 30% chance of surviving, I thought, man, is that a huge opportunity for me to grow? And that's how I viewed it and all. And it was, and you know, our reality is whatever, you know, I think it's what we perceive it to be. And so I went into, if you go into your diversity thing, is the worst thing ever. Your adversity thinking it's the worst thing ever happened to me and it's not fair and I don't deserve this and screw that, you know, then that's your reality, and that's what it becomes. It's a self self fulfilling prophecy. Yeah. But yeah, I decided it was the best thing that happened to me. And it was.

Ray Edwards: [26:09](#)

How did she receive that?

Hal Elrod: [26:11](#)

Not well. I mean, I think she was so emotional. She, I don't know. She heard what I said, you know, but she definitely did not think that way. I don't think she thinks that way now, because we're, we're built so different emotionally. You know, no matter how much, if the one person that doesn't listen to your advice as your spouse, right. So there, she's heard my speeches, she knows about how to become emotionally invincible and all the stuff I teach. And it worked. It's worked for, you know, millions of people that I've taught it too. She, you know, for her, it's her husband and his motivational Mumbo jumbo.

Ray Edwards: [26:41](#)

Prophet in his own hometown. Right?

Hal Elrod: [26:43](#)

Yeah, exactly. So she's definitely applied a lot of it and grown a lot. But, but for her it was such a painful, fearful experience emotionally. Right? I mean, she dealt with it the way that most people would, and she was a rock for my family and she was incredible. But for her internally, she was fighting extraordinary. But she still does. She still fights the fear of losing me and coming to cancer, coming back. And, you know, and I reassure her all the time, but it's still a bit, it's a balance of fear for everybody in my life. My Dad told me that. I didn't even know this. My Dad broke down in tears that day telling me that he's terrified that he's, you know, that, that he might lose me. And, and so, yeah. So, so yeah. So for her, it didn't matter what I said, it didn't change the way that she felt.

Ray Edwards: [27:23](#) But what I want to notice is the leadership role that you took. This is so important for us to get it. If we're the one dealing with the adversity, we, we owe it to the people around us who are counting on us to take leadership and not be the victim, but decide where the victor in the moment.

Hal Elrod: [27:42](#) You're so right, and Ray in the miracle morning movie. So we made it Docu, we were making a documentary about two years into making a documentary when I was diagnosed with cancer and I called our director Nick Conedera and I said, nick, hey buddy, I got some pretty unexpected news. I have cancer. It's a very aggressive cancer there. They're giving me a 20 to 30% chance of surviving, the movie is on hold. I've got a, I've got to focus on healing. And Nick being the filmmaker that he is, who had been filming my story of this miracle morning movement and millions of people around the world who were becoming morning people, even though they'd never been a morning person and you know, where were he was following me to France and you know, doing media tours and all this. He, he, you know, in his mind it was, and he didn't say it right away, but we've talked many times since then and he goes, Hal, you're the, you are the character of the story that I was capturing to share with the world. There was no way in hell I wasn't going to capture this part of your journey. And he said, if I thought, if anybody's gonna beat this, I had faith you were going to. So I wasn't really that afraid. So he captured my journey. And when you watch this documentary, you know, the first two, the first hour of it is this, you're watching this crazy, wow. This book, this little self published book is now reaching millions of people around the world. And then all of a sudden I'm in a hospital gown hooked up to tubes and I'm going, hey, they don't know what's wrong with me, but they think it might be cancer. I don't know. You know? And then the last third of the movie, the last 30 minutes of it are the most like gripping. You're literally with me while I am fighting for my life. And, anyway, yeah. So it, got that, I forgot where I was going with that, but, oh, here's the point. The point is, I was echoing what you said about being the leader. My Dad said in the movie that Hal let us through this, you know, that, that he was the, he remained positive in that. And then I, you know, that when they were all afraid, I, I was able to keep them focused on the positive and, and keep it, basically take that unwavering faith that I embodied, you know, and I really embodied it. It was very real for, I was able to constantly speak with that faith to them and kind of bring

them up when they were scared and when they were in the, in fear mode, I was not only replacing my fear with unwavering faith. I was replacing their fear with unwavering faith as well.

Ray Edwards: [29:55](#) Yeah. And I can hear in your voice that this still grips your heart when you go back to those moments.

Hal Elrod: [30:01](#) Yeah, it does.

Ray Edwards: [30:03](#) Powerful. So I want to ask you about your choice of words. You must have wrestled with this as you were writing the book. The word miracle carries so much baggage for a lot of people. So why did you decide to push forward with that and what, how do you define a miracle?

Hal Elrod: [30:18](#) You know, so the interesting thing is, as I mentioned, the miracle equation preceded the miracle morning as a concept, not as a book. The book came out what, seven years later. Right? But as a concept, it was six years before. So, so first of all, I died, I came back to life when I had my car accident at age 20 and people started saying, you're a miracle. And I'm like, yeah, yeah, I don't know. I don't know about that, but okay, great. But then this miracle equation, I just remember I was sitting there in my apartment, you know, I was 21 years old. I want to break this record. I was literally wrestling with, do I even try? It was like, this was the night I was deciding when I found out the news of we only have 10 days, we don't have 14 and I'm going, is this a waste of my energy to even try? This seems so impossible. I don't remember the exact phrasing I said, but I remember just thinking it would be a miracle. Like if I pull this off, it's going to be a fricken miracle. And then I asked myself, what do I need to do to pull off a miracle? And I thought, I've got to, I've got to maintain these two decisions, unwavering faith and extraordinary effort, right? Cause I know that what will prevent me is fear or when the fear takes hold my drive to the fourth, the necessary effort is going to go away because we don't try to do things that we don't believe are worthwhile of our time, right? If we don't believe it's gonna happen, we give up. And so I, so that's where the miracle equate. So then I did it and I go, dude, these two decisions, like this is the miracle equation. So I just call it the miracle equation, but it wasn't a book idea. It was, it was just my own little thing, miracle equation in my own like that I kept the end, I would use, I used it again and again and again, to break more company records and I would use the same thing every time. Those two

decisions. And then I started coaching my colleagues on applying it and all I did was tell him the same story I just told you guys. I told them a longer, drawn out version with a lot of details of how the appointments went and all of this, you know, how that miracle was pulled off. But colleague after colleague after colleague after colleague either broke a company record or they broke their own personal best, their own record. And my validity in these two decisions grew. And again, I was 21 it was coaching my colleagues, 21, 21, 23 years old. And it kept happening over and over and over. When I say it kept happening, I'm talking about they would come to me and say how I've got this seemingly impossible goal. I've never done this before. I, I hardly believe I can, but I keep hearing from our other colleagues that you've been helping them like break through things they never thought they could do and achieve things they never thought they could. And so I would teach them the miracle equation and it would work. Oh, I mean it was like a 90 success rate. Ray. I'm not kidding. It was almost everyone I taught it to it worked for. It was crazy. And then I thought, man, I should write a book about this someday. But I wasn't a writer. It wasn't, it wasn't part of the plan. And then, then the miracle morning, oh, so then I, in 2008, I created this morning ritual because I was failing miserably. Like the economy crashed. I crashed with it. The bank took my house, foreclosed on my house. I, I, I, my body fat percentage tripled. I was like depressed. I was a mess. You know, it's a long story, but to keep it relatively short, I just created, I figured out that the world's most successful people have one thing in common. The majority of them do, not all of them, but the large majority, they are early risers. They win the morning and put themselves in a peak physical, mental, emotional and spiritual state first thing in the morning. And that way they are at their best to win the day. And so I decided to create what I felt would be the ultimate morning ritual and using the most timeless personal development practices in the history of humanity. Within two months of doing this morning ritual, I more than doubled my income to the highest that had ever been in my life. I went from the low, you know, the like in debt failing, broke, losing my house. Within two months I was making more money than I'd ever made before and it was on my own. I was an entrepreneur. I did not get a new job. I didn't win the lottery. It was completely self created. And then I decided to run a 52 mile ultra marathon. And all this stuff all at the same time, and I was talking to my wife and I go, "Sweetie," I said, "This morning routine, we are earning the most

income we've ever earned." And she said, "Wow." I said, "It feels like a fricken miracle this morning routine. Like it's a miracle." She goes, "It's your miracle morning." I go, "Yes, I love that." Bingo. I wrote it down in my schedule, but it still, it wasn't a book idea. I wrote it down on my schedule every day, 5:00 AM miracle morning, 5:00 AM miracle morning, 5:00 AM miracle morning. And then I started teaching it to my coaching clients at the time and every single one of them kind of like the miracle equation. They all went, hell, I'm not a morning person. And then a week later they came on their call and they're like, how holy, Oh my God, I'm a morning. Like it worked it, you're right. It were. It were. I just had the best week of my career. I'm running out, you know? I mean, it was, it was, and then that's when the light bulb went off and I went, wait a minute, if this worked for me and I'm not a morning person and this is working for virtually every single person I've taught it to and none of them were morning people. In fact, they were like resistant to the idea. If it's changing our lives this quickly, this could change the world. I have a responsibility to share this. And I thought how I thought, I guess I should write a book about it. You know, and I took three years in the book, I wrote it and I thought, you know, maybe a few hundred, a few thousand people will read it. I never, you know, I didn't have an audience. I didn't have a platform. I didn't have any way to get them out. I didn't know what I was doing. And it was a long, slow journey. I mean, it did not, you know, it didn't, it was not an overnight bestseller or anything. But you know, now we just surpassed 1.7 million copies sold and it's translated in 37 languages. And, and then, so let me, let me sum it up with the last part of your question, which is how do I define a miracle? It is a very loaded word, Ray, and I'm glad you asked. It is a great way to kind of close out the our time together, I think because it's a very loaded word and it has a bad rap, I think because most people view a miracle. Now whether you are religious or you are an atheist or anywhere in between, the word miracle for most people it has a passive Vivity to it, a very passive, random, unpredictable, unreliable nature. A miracle happened, I hope. Or you sit back and the strategy for a miracle is you pray and you hope and you wait and hope that someone or some thing else, some being God, the universe, your vision board, whatever you believe it, right? You're waiting for a miracle. I do not believe in passivity. I do not believe in waiting. I believe in ownership of your life, taking responsibility for your adversity, your success, your journey, your outcomes, everything you want. It's on you, right? Yes, I do believe

in forces outside of us a higher power that aids. But ultimately it comes down to you, to me, what we create in our lives. And so for me, here's how I define a miracle. It's tangible and it's practical. Like this is a definition that whether your left brain right, brain, religious, atheist, anywhere in between, I think we can all, we can all resonate with this. A miracle is a meaningful outcome. Any meaningful outcome that is beyond the realm of what you believe is probable for you. I'll say that one more time. Any meaningful outcome outside the realm of what you believe is probable for you. Taking my first step when the doctor said I couldn't walk again was extraordinarily meaningful and I didn't believe it was probable, but I thought it might be possible. And so I decided to invest unwavering faith and extraordinary effort into that possibility. And by investing unwavering faith and extraordinary effort, I moved that from possible to probable. And that outcome eventually became inevitable. When I wanted to break that company record in 10 days when 14 days already felt impossible. So to take 30% of the time frame away took it from impossible to, I don't know what other word is, you know, really, it felt impossible. Yeah. But that was a meaningful outcome for me that did not feel probable. And by investing unwavering faith and extraordinary effort, I moved it from possible to probable to eventually inevitable. When I was diagnosed with cancer and given a 30% chance of living the, the, there was no meaningful, there was no outcome. More meaningful for me then to live and be there for my family. And with a 30% chance of living, which is a 70% chance of dying, it was not a probable outcome based on odds and statistics. But I applied the miracle equation, unwavering faith and extraordinary effort every single day over and over and over and over again. And I moved that from possible, that outcome from possible to probable to inevitable. And if this is interesting to you, if this resonates with you, that is what the miracle equation. I mean, that's the subtitle of the book, how to move your biggest goals from possible to probable to inevitable. And again, if you study the world's most successful people, however you define success in any walk of life, you will find that these are the same two decisions that they made to move their seemingly impossible, meaningful goals, dreams, and outcomes along that spectrum from possible to probable to inevitable.

Ray Edwards:

[39:26](#)

Wow. So I'm gonna, I'm gonna make this recommendation if you've, if you've never taken any other recommendation I've made to you, and I know many of

you have taken many of my recommendations. This is the one, get this book and don't just read it, digest it, own it, and internalize it. Whatever you're dealing with. Because I have to tell you this point of connection, Hal you don't even know about, you know, I've, I've told you I have Parkinson's disease. This has really helped me deal with that situation. I did change in my miracle mantra. I did change the word to unshakable faith for probably pretty obvious reasons.

Hal Elrod: [40:00](#)

Yeah. Yeah. That's beautiful. I love that. Yeah.

Ray Edwards: [40:04](#)

I figured it's okay for me to have unshakable faith, but I was at a point where I had exhausted. I felt like all my other options and I actually was in conversation with God and I said, you know, God, I was born a miracle and this is what most people don't know. I've literally, my last name when I was born was miracle. I was born Lonnie Ray Miracle.

Hal Elrod: [40:28](#)

Really?

Ray Edwards: [40:29](#)

Yeah.

Hal Elrod: [40:30](#)

I'm jealous Ray, I would love that last name.

Ray Edwards: [40:34](#)

My mom divorced and remarried and I became an Edwards, but I was born a miracle. And I was at a point where I felt like I was out of hope and I was talking with God and I said, I, I've tried everything. I just need a formula. Just give me the recipe and I promise you the next day I was listening to Jordan Harbinger. Talk to you about the miracle equation.

Hal Elrod: [41:00](#)

Wow.

Ray Edwards: [41:01](#)

And I, I felt that prickly feeling on my skin and I felt like, is this what I was asking for? And I don't know what to make of that. I don't, I'm not making any pronouncements about what happened there other than it seems like a really big coincidence that that's when I got this book. It literally broke open a new wave of miraculous hope, optimism, and even physical regression of the symptoms I was experiencing. And that's why this book, it's more than me just promoting somebody's book or saying this is a good motivational book. This is a book that literally, Hal, changed my life.

Hal Elrod: [41:36](#) Wow. That's profound. Right? And I'm so grateful. Couldn't be grateful is not even the right word. I'm just, I'm so pleased and so happy and, and congratulations. I mean, it really, you know, it's, it's a beautiful thing to get to that place from how difficult it was, you know, from, from where you are. So it's amazing.

Ray Edwards: [41:55](#) You, my friend are amazing. So get Hal's book. Before I get choked up here myself, I'm just going to say, get the book for Gosh Sakes. Do what I do when I, when I'm really into a book, I get all the different versions the electronic, the audio, the print version. And follow him on Instagram. And listen to his podcast and what else am I missing something

Hal Elrod: [42:19](#) join the miracle morning community. I always say that that's the most valuable thing I can offer you other than my books, you know, but the miracle morning community is a Facebook group with 219,000 plus members from over a hundred countries that wake up every day and truly love each other unconditionally and support each other at a level that is rare. Unfortunately it's rare in humanity, but my mission in life is to elevate the consciousness of humanity. One person at a time and not is the group where a, it's really become a collective mission for all of us.

Ray Edwards: [42:50](#) That is beautiful. So there you have it. We'll have links to all this in the show notes, Hal Elrod thank you so much for being here and for, for being the bearer of this message and writing this book and bringing this community together. Thank you.

Hal Elrod: [43:04](#) You are welcome brother. Thanks for having me on Ray.

Ray Edwards: [43:06](#) Don't forget we have the best ideas from this week show and and worksheet. You can get that at rayedwards.com/404 it's free. The show is produced by Chris Edwards. Show notes and worksheets by Doug Pew and Juan Lopez. Until we meet again. May God do more for you than you can ask, think, or even possibly imagine. See ya.

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