



Male Announcer: [00:00:00] *Ray Edwards Show*, episode 418. Own your wants and love your success.

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Male Announcer: The *Ray Edwards Show*. This is the podcast for prosperity with purpose.

Ray Edwards: All right, welcome back everybody to yet another episode of the podcast. Ray Edwards here with my podcast co-host extraordinaire, Tiffany Laughter-Twining. Everybody loves Tiffany.

Tiffany: Well, thanks.

Ray: I mean, how many people have said to you, "The podcast is so much better now that you're on." A lot.

Tiffany: Quite a few.

Ray: Yes, and I agree. It's the magic that I used to work so hard to create in radio, and it was always the same ingredients, getting the right two people in the studio behind the microphone, so you could have an actual conversation instead of being radio DJs. Coming up on the 10th, we've got weather and look at traffic with our eye in the sky.

Tiffany: [laughs] Oh my God. Well, I love it. I feel kind of weird and scattered, but I love it.

Ray: Well, this, I can tell you, having been part of creating and working with award winning radio talent who really knew what they were doing, shout out to my buddies Jay and Kevin in Spokane, love you guys. We need to get together and have lunch sometimes or something, and just hang out.

Tiffany: They're still on the radio.

Ray: Yes, they're a long-term success story. They had this quality that has started to manifest in our podcast, Jay and Kevin had that. I recognize it, because I've seen it. We had a show in Memphis called *Young and Elder*. The name was goofy, but the guys, when I got them to stop doing their DJ thing and they started just being themselves, oh my God, that show was so good. I feel that's what we are.

Tiffany: Yes.

Ray: People are asking, a very good friend of mine, who I respect and who's not anything like me, he's very buttoned-down, super logical, I describe him as a Vulcan. He suppresses his emotions. I'm just going to tell you what he said. He said, "I don't know exactly what you're doing. I can't decide whether you're being courageous or



reckless, or both. But it's like your podcast now is like a reality-show and I can't stop watching, because I want to see what you're going to do next." Later in the conversation, he said, "Okay. The truth is, I wish I could do what you're doing, but I can't." I just think, "Oh, but you could. It would be so interesting if you did."

Tiffany: Very.

Ray: For those of you wondering, "What the heck is Ray doing," I'm doing what I've always done. From the very beginning of this show, I had the tagline, "Prosperity with purpose," and that's never changed. The way which I tried to do it has changed and the biggest change is, this is what my friend said to me, and another friend echoed this, we're all on one conversation. My other friend popped-in and said, "That's how I feel." My friend said, "You know, a year ago, if you'd asked me who Ray Edwards was, I could have told you, by bullet point, exactly who you were."

Tiffany: But that really wasn't who you were.

Ray: No, it was a selective-- I wasn't lying, except by omission. I omitted things that I felt like didn't fit the image I was trying to project.

Tiffany: Yes. Speaking of project, when you talk, I can see your spit flying. [chuckles]

Ray: Well, that's what happens when I speak loudly enough to be heard. I spit.

Tiffany: [laughs]

Ray: So, there you go. That's what you get.

Tiffany: Okay. Sorry, he was saying?

Ray: He was saying, "Was who I saw a year ago a front and you're just now being who you always were? Or is all this new? Are you changing?" I said, "Yes, both." I've always been changing, I've always been exploring new ideas and throwing myself wholeheartedly into the new thing I was getting into. Like what happens with the tattoos. I got one tattoo, then I'm like, "Okay, I got a lot more skin. Let's do this." What you're hearing now on the podcast and seeing on the YouTube channel, and when I'm in public and I'm no longer wearing-- I was known for always wearing a tie when I went to events and spoke.

Tiffany: No way.

Ray: People would say, "Ray always wears a tie."

Tiffany: I can remember the first time I was at one of your events. It was in Davenport and you were wearing a suit, but it was like this super royal blue suit. It looked okay, but you're so different than that.

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Ray: Yes. It was just a suit that a heterosexual at Men's Warehouse helped me pick out. That's all kind of wrongs, this is going in wrong direction. Men's Warehouse, you're great, I'm sure. I'm not shopping there anymore, but--

Tiffany: No?

Ray: No.

Tiffany: We need to find a rocker website. Distressed tees and beat-up jeans.

Ray: Yes. I'm into that.

Tiffany: Studded belts.

Ray: I'm so into that. What you're seeing now and hearing now when you listen to these podcasts and go through our material and watch our videos, it's just me pulling back the curtain and instead of putting on a suit and tie when I make a video, being just who I really am. I feel more connected to the people we meet now when we go out in public, because I think people know.

Tiffany: Yes, and you're actually able to connect, rather than keep that screen up.

Ray: Yes. I want that for you, as you're listening to the podcast, I want you to be able to-- The freedom that I feel, we talked about entrepreneurs not being free from their business, I'm working toward that, so that I can be the business owner. There's things I want to do in the business that are just [00:06:00] things I want to do. I want to write more books. I've got different topics I want to write about. I've got different things I want to explore. I want the business to run on its own while I'm doing that.

That kind of freedom I'm still working towards, but the internal freedom I have now is the most beautiful thing in my life, because I feel free to be myself, I feel free to be happy, I feel free to enjoy the success I have, and I don't apologize to anybody for it. When people say things like, "Well, yes, we make a lot of money, but we give a lot away," or, "It's not about the money, it's about the impact we can make."

Tiffany: All of that. They all say that.

Ray: It's like, "Okay, that's good, but it is about the money." Be okay with the money. Last year, we made \$1.3 million, and I love that. I love it. We'll make over a million dollars again this year. Next year, I haven't set the goal yet, but I think the goal is going to be north of five. I love that and I don't justify that to anybody. I don't have to give you a reason why I want to do that other than I want to do it.

Tiffany: Wow. That is weird though, because every time somebody talks about money, it's always this, "And then I can give--" There's nothing wrong with that, and you give, but when people are always saying, "I'm doing this business so that I can give back to yada-yada-yada."

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Ray: They'll say things like, "Well it's not because I want to buy a Tesla or a mansion."

Tiffany: You're sure?

Ray: Screw that, I want to buy a Tesla and a mansion.

Tiffany: Do you really want a mansion, though? Think of the cleaning that the cleaning lady will have to be doing. [chuckles]

Ray: Think of how I can bless the cleaning lady's life by giving her a job.

Tiffany: You pay people way more than the normal going rate.

Ray: I love doing that. I don't apologize. I hear people complain about the state of Washington just instituted a new minimum wage and there's a new-- I got to pay sick leave for a certain number of days, and I hear business owners bitching and complaining about that. [00:08:00] I'm like, "But I give people unlimited personal time off, and I pay them more than other people pay for the same job." I'm not saying that to brag, I'm saying it because that's what I want to do. You don't have to explain what you want to anybody. Just want what you want. As long as it's not immoral, illegal or unethical, want what you want. You don't owe an explanation to a single person.

Tiffany: Yes, especially not for making money.

Ray: Yeah. There's several things that we'll talk about today. It's all the stuff you're not supposed to talk about. One we're going to leave for a different episode.

Tiffany: Right, so there's three of them.

Ray: Yes. There's religion, politics and money. I just covered money. Want your money, have your money, enjoy your money. People know if you've got money. You think you're hiding it? They know. I ask people now who tell me, "I don't want to buy that car because I don't want my friends to know how well I'm doing." I don't let that go, I ask, "Why don't you want your friends to know?"

Tiffany: What do they say?

Ray: It always comes down to, "Because they'll either say I'm a snob or they'll want some of my money." If they think you're a snob, how good friends were they?

Tiffany: Yes. If they want your money, then boundaries, hello.

Ray: Yes. There's a word you can use to solve that problem.

Tiffany: "No."



Ray: "No." I have a friend, person I think was a friend, who joined one of our programs and promised me they were going to pay me at a certain time, and they didn't. I gave them 30 days, and they didn't pay. They came to me and asked, "Let me come to this next training, so then I can figure out how to make the money back that I owe you." I said, "No. I want you to be the kind of person who comes up with the money, because you have that inside of you. If I give you the money, I'm suppressing who you really are. So, get to work."

[00:10:00] He didn't like that, but I believe there will come a time when he will be grateful that I was the person who made him see that. Don't apologize for your money, or your achievements, or how successful you've been, or who you are. Just be that person. Politics. I'm going to talk about politics for just a moment. I'm not going to about political candidates, I'm not going to talk about who's the president, who's not the president. I'm going to say this, this is why politics are important, because there is a philosophy behind the politics.

If you are a person who supports socialism, you are a person who's supporting evil. I'm just saying it flat out. I've joked about it, I've alluded to it. I'm telling you flat out right now, you're supporting a system that steals from those who produce and gives to those who don't, and that's called theft. It's wrong, and it teaches people and it enables them to continue to live off the dole and not have enough self-respect to make it on their own. Now, while you're busy screaming at me right now, I know there are people who actually do need help. I believe in helping those people. I don't need you to take my money and do it for me. I will help them, thank you very much.

Tiffany: Well, sure. There is a difference between helping somebody and enabling somebody.

Ray: Yes. Capitalism, the antithesis of socialism, is a system that rewards people based on what they produce, which is how it works. For those of you who are readers of the Bible, the apostle Paul said, "If you don't work, you don't eat."

Tiffany: Nothing wrong with that.

Ray: It's pretty simple.

Tiffany: Yes.

Ray: If you need more help sorting this all out, there's a big, fat, long book that you should read called *Atlas Shrugged*. The premise of the book **[00:12:00]** is what would happen if all the people who produced the money that pay for all the stuff you get for "free", in other words, who pay all the taxes, who fund all the projects, the rich people, the 1%, what if they all went on strike? What if instead of the line workers it was the entrepreneurs and the business owners who went on strike and said, "Okay, we're not going to fund your corrupt economy anymore. Good luck." You can imagine what would happen. That book tells that story.



Tiffany: I didn't know that.

Ray: We'll get some hate mail about that.

Tiffany: That's fine.

Ray: Religion. Look, if you try to tell me that I should keep my religion and my business life separate, you're crazy. If you think that anybody has a deeply held spiritual belief and that doesn't leak into their business, you're crazy, you're kidding yourself. You've never thought about this. I would rather know what somebody's beliefs are so that I can know where they're coming from, than have them hide it from me.

Tiffany: Yes. Along that religious line, I really like how when we were in Redding, somebody was speaking about this, and you speak about this a lot too. How do I say this? It's like we're all-- Even a Buddhist can hear from God. Do you know what I mean?

Ray: Yes, because we're all equipped to hear God's voice. I'm just going to say, again, this is the episode where I talk about stuff I'm not supposed to talk about. I'm sharing this with you so you'll talk about it too. I think it's important that we do talk about it. If we remain silent, that's the only way-- Evil triumphs is when the good people remain silent.

Tiffany: Totally, and you see that. You've seen that over the last four years.

Ray: Yes. What I believe, and I know these are my beliefs, I'm not trying to force them on you. I believe that all sorts of people hear [00:14:00] from God. I believe that just because they're not the kind of Christian that I am-- Christians are so contentious. It's like not only do we think we're the only ones in the world who have the truth, it's like each little branch of Christianity thinks they're the only ones who have the actual Christian truth.

Tiffany: Sure.

Ray: A friend of mine says, "In Christianity, every stream thinks they're the river." In the world, we think the same thing. I don't presume to know how God manages to speak to everybody. He may do it in a way I don't totally understand. I'm just going to tell you one of my bizarre beliefs and you'll have to deal with this however you want to deal with it. I have a feeling that instead of ticking off and people dying, going to the afterlife, whatever that is, I don't think somebody is standing there with a clip board saying, "Heaven. Hell. You burn, go burn." I don't think that's what happens. I think we have a moment of truth where we see we already how it really is, and in the face of all that love and grace and wonder, nobody can say no. That's what I believe.

Tiffany: That's so cool, but where did you get that?



Ray: That's a longer discussion which we can have on a different podcast. I'm prepared to have it. I can defend those ideas. I'm careful about doing those kind of shows too often because I don't want people to get into debating theology with me. Because, honestly, I share the things I share about my faith because it's important to me. It's what I'm thinking about and I want to share what's going on with me. I feel like there's some people who need to hear those things because they're struggling with it, and maybe something I say will give them a measure of spiritual freedom. I don't say it to convince people who don't believe. I feel like I've run those people off by now.

Tiffany: Yes, one would think.

Ray: But I don't think it's my job to make people believe the right things, especially in the spiritual realm. It's up to you and God if you believe in God. If you don't believe in God, it's up to you and whatever it is you do believe in.

Tiffany: Well, I like that about you and our company that you're very inclusive. You're not like, "Well, you don't believe [00:16:00] what I believe, so bye." You're very inclusive to the people with the different beliefs and different backgrounds.

Ray: Yes. I just think that's a humane, loving, graceful way to live. If there's one word that governs my thoughts and my life these days, it's the word that's on the wall on our lobby, Grace.

Tiffany: I have that word on my arm too.

Ray: You do, and you have it in your name?

Tiffany: Yes.

Ray: Grace is unearned favor, and for me, that's life. I didn't give myself life, it was given to me as a gift. I'm grateful for my heart as it beats in my chest. I didn't do anything to get it, it just beats on its own, and as long as it beats, I'm alive. How can you not be grateful for that? I'm grateful for every experience, every person, everything in my life. I'm grateful for Parkinson's because it gave me an opportunity to grow and change, and it continues to give me that. I'm grateful because one day I'll be free from it, and if I'm not free from it, I'm grateful for that.

Because, to me, ultimately what we're all looking for is we want to be happy. I know it's really popular now to say, "It's not about happiness." The hell it's not. You saying that is you trying to be happy, to get other people to agree with your idea. I think we have a choice to either live in a state of misery and victimhood, or to live in a beautiful state, which is-- That's how I feel right now. I feel good physically, I feel good mentally. I had a great night's sleep last night. The sun is shining. I just feel like I'm in a beautiful state right now.

Tiffany: Well, I live in a red state, so mine is beautiful. [laughs]

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Ray: [chuckles] It's beautifully red. Who would not want that? What is possibly wrong with that? It doesn't mean [00:18:00] that bad things don't happen, they do, but you have three possible choices when bad things happen in your life. You can let it define you, you can let it destroy you, or you can let it develop you. I choose to develop, to grow.

Tiffany: It makes me think of my background a little bit with my previous marriage.

Ray: How so?

Tiffany: It was very traumatic. It was a very traumatic experience. For like three years I stewed in that victim mentality, but there were a few people that propelled me to use it to develop myself. I look back at that and I'm so grateful. There are moments when I'm like, "That sucks that it happened," but still I feel freaking awesome now rather than staying in that victim--

Ray: Yes. That is a beautiful state. You're saying sometimes you have those thoughts come up, those feelings come up. Well, I have that too with different things in my life, but somebody-- When I was growing up in the Baptist Church, I was a teenage boy, I was struggling with certain thoughts.

Tiffany: [chuckles] Awkward.

Ray: My youth pastor, one the time I shared that with him, and he said, "Well, see, that's going to happen. It's not a problem. Think of your mind like a tree and those thoughts are like birds. They come in, they land on the branches of the tree. It's okay for that to happen. Just don't let them build a nest."

Tiffany: What a cool thing to say.

Ray: Yes. I've always remembered that. When I have those little victim thoughts that come along every once in a while that make want to say, "Oh, Ray, you should feel sorry for yourself," I notice, "Oh, that's a bird on a limb," and I shake the limb [00:20:00] and make them fly away.

Tiffany: [chuckles] You should get a bird. You have a bird tattoo, never mind.

Ray: We should get a bird. We should get an actual raven.

Tiffany: You should, but after I get my raven.

Ray: You should name him Nevermore.

Tiffany: Nevermore, tell me more.

Ray: Like in the Edgar Allan Poe. Quoth the raven, Nevermore.

Tiffany: Nevermore.

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Ray: Okay. That's today's podcast. We're still looking for miracle stories, always. If you have a story of miracles, small, medium, or large in your life, we'd like to hear them. Even if you're a Buddhist.

Tiffany: Yes, all the things.

Ray: Or whatever. All the things. miracle@rayedwards.com. Email us, send us an audio file, send us a video. If you do either one of those things, send it through Dropbox, don't try to email us the audio file in the email.

Tiffany: You know what would be really cool too is to use some of those videos that these people may send in and compile a YouTube--

Ray: That would be so cool.

Tiffany: Yes.

Ray: Okay, Diana, here comes a big project for you.

Tiffany: Yes.

[music]

Ray: She's like, "Well, it was about time."

Tiffany: Yes. [chuckles] It's been a while.

Ray: Where you've been? All right, see you back here next week.

Tiffany: Are we done?

Ray: Yes.

Tiffany: Sweet.

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[00:21:45] [END OF AUDIO]

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