

# Ray E D W A R D S

## Ray Edwards Show, Episode 452

### Why People Are Negative

**[00:00:02] Ray Edwards:** What's up podcast listeners. I wanted to let you know that we are moving The Daily Ray version of the podcasts, the one that airs Tuesday through Saturday every morning, we take it from my Live at Five broadcast I do live on Facebook and other social media channels. I do that every weekday morning at 5:00 AM Pacific Time. We're going to take The Daily Ray and move it to its own feed. You'll keep getting the main podcasts right here, but The Daily Ray you'll need to get by going to The Daily Ray feed and subscribing to that in your podcast app, your player, Stitcher, Spotify wherever you get podcasts. Thank you very much. Now on with the show.

**[00:00:39] Automated voice 1:** Ray Edwards Show episode 452, "Why people are so negative."

**[00:00:47] Automated voice 2:** The Ray Edwards Show.

**[00:00:49] Automated voice 1:** This is the podcast for prosperity-

**[00:00:52] Automated voice 2:** With purpose.

**[00:00:55] Tiffany:** What are we talking about today?

**[00:00:57] Ray:** Negative people. Why are people so negative? That's what I want to talk about today. I think I know.

**[00:01:07] Tiffany:** Let's talk about it.

**[00:01:09] Ray:** I've just noticed that it's just so easy to start a conversation by saying something negative like, "Did you hear about that disaster in the news today?" It doesn't matter whether you know about a disaster or not, somebody will respond and say, "Yes, I heard about." They automatically know the bad news they want to talk about. The real reason, I'm going to give you the bottom-line reason. First, I've got some other thoughts on this, but I think this is the big reason. They're negative because it's easier.

**[00:01:35] Tiffany:** I would say that would be correct. Plus, in some ways, it's more interesting. Does that make me a negative person?

**[00:01:44] Ray:** No, it makes you a person who recognizes what's really happening with human psychology and it's worrisome. I think we can be part of the solution to that problem. That's what I want to get into in just a little bit. I also want to talk about how to process failure, how to get clarity, and the benefits of stretching your faith. Then we'll get into why people are negative, and what you can do about it, and why you must resist the temptation to be negative.

**[00:02:15] Tiffany:** Let's do it.

**[00:02:16] Ray:** Let's start by talking about getting clarity. Every day, we get emails, I get direct messages, we go to events where I speak, we have our own training events, and people, continuously if you ask them, "What is it you want?" the answer almost 9 out of 10 times is clarity. That's what I'm here for, clarity.

**[00:02:37] Tiffany:** Yes, and before you and Lynn asked me this question, I felt like I was alone totally with this. It's interesting that other people are definitely feeling the same way.

**[00:02:46] Ray:** What's really interesting to me is that some of our high-level students who I would consider very advanced and who I would think are super clear have been the people who signed up for our clarity conference. Some of the first people to say, "I'm going to that, I need that." It's just interesting to me that the people I think have the most clarity were the first people to sign up. The people I know of who I think are unclear are still debating whether or not to sign up.

**[00:03:12] Tiffany:** That's weird. I think that when they're here, we should talk to them about that.

**[00:03:17] Ray:** We're going to, because I think one thing I've figured out as I've been preparing for this event is that people wait for clarity so they can make a decision about what to do and that's exactly backwards.

**[00:03:31] Tiffany:** Yes. That's what I'm finding and it's scary.

**[00:03:33] Ray:** Because you got to decide and just do something and that might not work.

**[00:03:38] Tiffany:** It might not work.

**[00:03:40] Ray:** If that sounds like a fun time for you, you should come to the clarity conference. We'll teach you how to do that on purpose. You can find out more about it at [rayedwards.com/clarity](http://rayedwards.com/clarity). It really is if you are trying to figure out what your thing, or what your niche is or your niche, however you'd like to say that word, what's your avatar, by which I don't mean your big, tall blue person, I mean your target market. That sounds awful.

**[00:04:05] Tiffany:** No, it doesn't. It sounds like what everybody else is saying, but you said something interesting to me. A few weeks ago, you said something, you were like, "Who is your target market, Tiffany?" I was like, "Well, really, it would be me."

**[00:04:19] Ray:** Yes. That's what I think people are missing when they try to construct this perfect customer that's totally different from themselves. If you're building a personality-based brand, which is what we recommend you do, your target is you or people who like you or people who want to be like you.

**[00:04:40] Tiffany:** Really, that was helpful for me. Even though I still feel stuck, so I'm excited for your event because I will learn a lot.

**[00:04:48] Ray:** It's going to be good. We're going to have a good time. I've never done an event like this before. I think people are going to be blown away by the time we finish because they're going to walk out with a complete plan about what to do going forward. I mean, it's going to be complete because we have the workbook we're building out, so you just have to fill in the blanks.

**[00:05:04] Tiffany:** Really?

**[00:05:05] Ray:** Yes, and when you leave, you have your manual for like, "This is what I'm going to do for the next year." Before we get into today's show, the rest of it, let's turn the listener spotlight on Virtually Natalie. These usernames on Apple Podcasts are interesting. Virtually Natalie says, "Ray and his stellar guests shine the brightest of lights on what it means to be a leader. Bold, insightful and engaging are just a few of the words I'd use to describe the time you'll spend with them. You'll get tons of actionable advice and tangible tips, but you'll also get heaps of inspiration from truly engaging individuals that have been where you are and want to see you succeed. Thanks for putting out such a great, superb show, Ray. Keep up the great work." Thank you, Natalie. Obviously, flattery will get you on the show.

**[00:05:49] Tiffany:** Yes, and that's awesome that she took time out of her day to log in and do all that. I don't think I've ever even reviewed a podcast.

**[00:05:57] Ray:** I have, and it does take time, and it's kind of a hassle, and so when somebody does it, I really appreciate it. It helps the show, it helps people find the show, it gives us better rankings in the podcast listing. If you do that, we would love to recognize you and put you in a spotlight on the show. Make sure you review the show and let us know about it. By the way, I also do a live show every weekday morning. It's called Ray Edwards Live at Five. It happens every weekday at 5:00 AM Pacific Time. The best way to get to that show is to just follow me on Instagram, or Facebook, or YouTube.

**[00:06:28] Tiffany:** What is your username?

**[00:06:30] Ray:** Ray Edwards. [chuckles] I'm pretty easy to find. You can click the link in the show notes for this episode, and this actually, it's becoming more and more popular. I've got more and more people showing up and we're turning it into a podcast every day. It becomes the Daily Ray Podcast, and I think we're going to split that into a different feed from this one, so there'll be two for podcasts. This show is so different from the daily show I do that I think it's confusing. At least two or three people have told me, "I hadn't listened to your show for a while, and I logged in, I'm like 30 episodes behind. What happened?" But check it out. I'd love you to come hang out with me weekday morning at 5:00 AM if you're so inclined. 5:00 AM Pacific Time. If you're on the East Coast, it's 8:00 AM. It's like you could sleep in or something like that.

**[00:07:16] Automated voice 1:** Does anyone want to live a life that is long and prosperous? Spiritual Foundations.

**[00:07:23] Ray:** Spiritual Foundations. Let's talk a little bit about faith and stretching your faith. Why is it a good idea to stretch your faith? Is it a good idea?

**[00:07:32] Tiffany:** Yes.

**[00:07:33] Ray:** Yes, because have you ever heard somebody say, "I just can't see myself doing that"?

**[00:07:39] Tiffany:** Yes.

**[00:07:39] Ray:** Well, that's the problem. You can't see yourself doing it. It's pretty rare for somebody to try something they're sure they can't do. I think we want to say that we'd like to step out and try new things, that's a great theory, but when it comes down to actually doing it, we don't want to experience the pain of failure, so we avoid doing the new thing. I know a lot about failure because I do a lot of things and many of them fail, but I learned somehow at an early age that when I feel afraid because I'm going to fail at something, I must do it.

**[00:08:12] Tiffany:** Yes, because typically, that's your work and your passion. That feeling, everything will prevent you from doing it.

**[00:08:20] Ray:** I keep trying, I keep failing. I keep trying. Why do I keep trying? Because I haven't failed every time. Every now and then I succeed. When I do, it's huge and it gives me hope. That's the reason for stretching your face.

**[00:08:37] Tiffany:** Face. Yes, stretch your face along with your faith.

**[00:08:39] Ray:** After you stretch your face, then stretch your faith. If you're at a point where life is requiring faith of you because you have some situation to deal with, at work, or at home, or in your health or something like that, you don't get a choice. Sometimes you're just put in front of something you have to deal with even though you don't want to. That's the time to get, I think, in front of God. What by that is, I just mean, get away from everybody else and just say to God, "I'm freaking out. I'm totally freaked out. I know you say you're always with me, you take care of me, but I'm scared, and I don't understand why you let this happen." It's okay to say that to God.

**[00:09:24] Tiffany:** I will be saying that this weekend for sure.

**[00:09:27] Ray:** It's okay. He can take it. If you then listen, it's almost always true for me that I eventually hear something from him as reassuring or feel something. I'll get a sensation or a feeling.

**[00:09:40] Tiffany:** Just like peace and calm.

**[00:09:42] Ray:** Yes. If you can be honest with God, even by how scared you are or how little faith you feel like you have, or how angry you are that he's allowed something to happen in your life. I know that's not how it worked, but sometimes it's how I feel. I just tell God, "This is what I'm feeling." I'm not accusing God and putting him on trial,

I'm just telling him, "This is how I feel, I have enough faith in you to know that you can help me sort this out." I think that's a good thing to do and I encourage you to do it.

**[00:10:14] Automated voice 1:** Now, our feature presentation.

**[00:10:18] Ray:** Let's talk about negative people, why people are negative. First of all, it's because being negative is easy. It's the easiest solution to any situation. It's also popular. If you're hanging out with your friends at the coffee shop, if you say, "I hate what the President did," or "I hate what the vice president did," or "I hate what the opposing political party did."

**[00:10:38] Tiffany:** Or the driver in front of me on the highway. [laughs]

**[00:10:40] Ray:** Anything negative that you say will be met with, "Yes, I hate that too," and people will start piling on. Usually, they try to do you, like they come up with something more negative than what you said.

**[00:10:49] Tiffany:** I get that, but sometimes when I'm processing that negative in myself, it helps to spit it out. What do you say about that?

**[00:10:58] Ray:** I think that's true, and it's good to have a controlled environment where you meet with somebody you trust and say, "I'm trying to process some things that are happening, or have happened, or that I got upset about and I need somebody to just listen to me vent. I don't need you to fix it, I don't need you to take me super seriously, but what I'm saying, I just need you to hear me," and then let it out. If you can find somebody you can really trust, I encourage you to really let go and say it in the most emotional way you feel like you need to.

That is different than just being in a crowd and being negative because you know it's going to get you popularity with other people. The quickest way to bond with somebody is to have a common enemy, to go to somebody and say, "Hey, you know that person over there, the guy we both think is a jerk, well, he just tried to mess us over in his business deal. I know for a fact he lied about us." You bond together and now you have this common enemy and you're angry at this person.

**[00:11:58] Tiffany:** Yes, but that just makes it worse, honestly. It doesn't help you really deal with the problem.

**[00:12:02] Ray:** No, but it is a way to get connection. People are after connection. I think it's the wrong way. It's a very unhealthy way, but being negative like that is popular, it makes people like you. They feel attracted to bonding with you over this issue that you agree on. Just get into a political discussion and if anybody shares your particular views, however extreme they are, suddenly you're buddies. Here's the biggest reason I think people are negative that most people probably don't want to hear.

**[00:12:30] Tiffany:** Say it.

**[00:12:31] Ray:** Because the opposite of being negative is used to say, "Well, maybe here's another way of thinking of that situation." Then you explain what's really going on, and people don't like it when you make them responsible for their own lives. When

you say, "Well, maybe the reason your boss fired you is not because he's a jerk, maybe it's because you weren't doing your job.

**[00:12:50] Tiffany:** Sure.

**[00:12:51] Ray:** Maybe it's because you were insubordinate, maybe it's because you had this negative attitude you dragged around the office all the time and he was tired of it." That's not a super popular response to get people.

**[00:13:00] Tiffany:** No.

**[00:13:01] Ray:** What drives people at the deepest, most emotional level? They don't like it when you make them face up to their own responsibility for their own lives, that's true, but what's underneath that? What's the thing under the thing? I believe the thing under the thing is actually three things, guilt, shame, and fear.

**[00:13:25] Tiffany:** I totally agree.

**[00:13:26] Ray:** Those are at the base. If you are hopeful, it means you have to let go of guilt, and you have to let go of shame, and you have to let go of fear, and you have to trust. The word hope, if you define it biblically, means literally the positive expectation of good things to come. That makes you vulnerable.

**[00:13:49] Tiffany:** For sure.

**[00:13:52] Ray:** Now, if I'm hopeful, especially in an impossible situation. Let's say you have a problem with some member of your family, like maybe your parent, or maybe it's your spouse, you have a problem and you are hopeful that it can be worked out. You have a positive expectation that you can patch things up with that other person. Now you're vulnerable. Because what if they don't buy into that?

What if you have an argument with your best friend and you become really angry and you both say things you regret? Then you step in with positive expectation, "Let's move forward and change the situation," and they don't want to, or what if you have a diagnosis that you have been told, "You have a terminal disease," let's say, and you decide to push forward with your hope, with your positive expectation that you're going to overcome this disease, you're going to live. You're vulnerable because what if you get worse?

**[00:14:52] Tiffany:** How do you realistically maintain hope when you're faced with something like that?

**[00:14:57] Ray:** I believe that it's humanly impossible. I believe the only way to really maintain true hope is through a believe in God. It doesn't mean I always know the answer to every situation, I don't. Sometimes things don't work out the way I expect them to.

**[00:15:17] Tiffany:** Yes.

**[00:15:18] Ray:** I may pray and believe, and it still works out the other way.

**[00:15:22] Tiffany:** Right.

**[00:15:23] Ray:** In those times I have to step back and remind myself, I'm not God. I don't know everything that's going on. John Piper wrote something once that has been very comforting to me in those kinds of instances. He wrote, "We would answer our prayers the same way God does if we knew everything God knows."

**[00:15:43] Tiffany:** Absolutely, and even when things are just a mess and they don't make sense right away. I could still say that's true.

**[00:15:52] Ray:** Yes.

**[00:15:53] Tiffany:** Or they're worse than you ever thought they could look and it's really for the better.

**[00:15:58] Ray:** That's often hard to see, but I think when we're in those times, we actually have an opportunity we only have for a limited period of time. The opportunity is to praise God and talk about his trustworthiness and his goodness even in the midst of enormous pain. There will come a day when we leave this world and we will be in eternity with Him, and we won't have the opportunity to honor Him in that way. Right now, in this world, we have that opportunity.

I know what I'm saying is not easy for a lot of folks to accept. I deal with things every day that I have no answer for, I have no solution to, other than trusting God, and cultivating joy, and a positive expectation of good things to come. That, my friends is how you deal with negativity. Why it's important, you don't give in to the spirit of negativity because we often experience what we speak and if we start speaking the reality that the enemy wants us to experience, that's what will happen. So, whatever your situation is, I encourage you to think of good things you can say about it. I'm not saying lie to yourself. If you are sick and you're in pain, saying, "I'm not sick and I'm not in pain," does not help, that makes you feel worse because inside you know you're lying to yourself.

**[00:17:28] Tiffany:** Yes.

**[00:17:29] Ray:** What you can say is, "Because of this, I'm becoming stronger, because of this, I'm developing my muscles to keep my faith up, to keep my hope up, to keep my thoughts fixed on what God has in store for me, not what the enemy has his store for me, because of this, I can have empathy for somebody else who's going through it." There are many things you can say that are true and hopeful and will help pull you through those tough times. That's why people are negative. That's why you should not be, and that's what you should do about it. I hope this was helpful.

**[00:18:00] Tiffany:** I'm sure I will be for many people.

**[00:18:02] Ray:** Would love to hear back from you if this was helpful or if it was just confusing and you wonder what the heck is wrong with me. Join the club, there's a whole club of people who believe that. I'd love to talk with you about it on social media, so hit me up on Instagram, Facebook, YouTube, all the socials. Not all of them. Some of them are weird.

**[00:18:25] Tiffany:** [laughs] LinkedIn. I'm sorry, I just don't get LinkedIn.

**[00:18:28] Ray:** Nobody gets LinkedIn. We'll see you next week. Until then, God bless you and remember, He will do more for you than you can ask, or think, or possibly imagine because that's just how He is. See you.

**[00:18:42] Tiffany:** Bye.

[music]

**[00:18:47] Automated voice 3:** Thank you for listening to the Ray Edwards show.

**[00:18:49] Automated voice 1:** Find the complete archives of all episodes at [rayedwardspodcast.com](http://rayedwardspodcast.com) or subscribe for free through Apple podcasts and never miss an episode.

**[00:18:59] Automated voice 3:** This program copyright Ray Edwards international incorporated all rights reserved.

**[00:19:04] Automated voice 1:** Each week, we bring you a message of prosperity with purpose and freedom. Remembering the truth. Freedom is available to all through Jesus Christ.

**[00:19:18] [END OF AUDIO]**