

Ray EDWARDS

The Daily Ray, Episode 11

3 D's to Achieving Anything You Want in Life

Automated Speaker: It's Saturday, March 7th and this is the daily Ray.

Ray Edwards: All right. It's the daily Ray. If you all only knew what came before this podcast started, you might not listen to me anymore. The Daily Ray today is all about the three Ds that gets you what you want in life. The three Ds that gets you what you want in life. I am surrounded by complainers, not on my team, not my friends, not my family, so anybody who knows me, don't worry that I'm talking about you. I'm talking about people who DM me, who email me, who posts on social media. Complainers. Excuse makers. Everybody's got an excuse. Why they can't succeed. They don't get a break. They don't have the connections. They can't get to exposure. They can't get their guru to help them. Whatever their excuses and it's all crap. It's just a lot of bull crap. In today's environment with today's technology, with the platforms that are available to all of us, Facebook, Instagram, YouTube, Periscope, LinkedIn, there is no reason we cannot achieve what we want to achieve. There's no reason we cannot be who we want to be. Even more to the point, there's no reason we can't be who we are. What stops us is fear. We're afraid that if people find out who we are, they won't like us. We're afraid that if people find out who we are, we'll be held responsible to be that person all the time. Huh? That's a word for somebody right there.

Somebody that just hit right between the eyes like a two by four to the head. If people find out who you are, you'll be required to be that person all the time. Are you up to the challenge? Are you up to a challenge of, being you? Really you not what I think you should be, not what somebody else thinks you should be, but who you really actually are. Whoever that is, are you up to that challenge? Only you can answer, but you have no excuse. With today's technology, you can reach anyone. Anyone you need to reach; you can get any job you want to get. You can build any business you want to build. You may say, well, I've tried. I've tried to try. I'm surrounded by people who, when I talked to them about why they haven't achieved what they want to achieve yet, they say I've tried everything. Really everything?

That's a lot of stuff. That's amazing. You tried like a million billion things. Well, no, I don't mean that. I mean I've tried a lot. I've tried everything I possibly could. Really everything you possibly could. What did you try to build your business? Tell me you must try to like at least a thousand approaches. Well, no, not a thousand but you tried

everything possible. Well, reasonably possible. You must've made at least 100 attempts to make it happen. Well, no, not a hundred. So usually I find out they tried two or three things and they quit. That's not trying folks. You're not even getting warmed up. Do you know how many podcasts I did before I got a single listener? Well, okay. I had a few listeners at first. Do you know how many podcasts I did before I had a hundred listeners? Over a hundred. Would you have done that? Would you have done a hundred weeks in a row of a podcast with less than a hundred listeners would you? The answer is no. For most of you, 99 out of a hundred of you would say no if you told the truth. Do you know how years I worked at just before I made \$1 million a year? Over 10 how many of you have tried 10 years in a row? Actually, made the effort? See, we say things like, I tried everything. It's not true. When I was in the radio business, I was at a country radio seminar and somehow, I ended up getting nominated to be on the agenda committee for the seminar, which was a big deal because at that time that was the biggest broadcasting seminar in America of any format. We had like 2000 radio programmers there in Nashville. We had access to all the stars. I mean, I got to meet Shania Twain and Garth Brooks and Alan Jackson and et cetera, et cetera, et cetera. And the agenda committee was what determined everything that happened at the seminar. So, everything that happened to influence all the country radio programmers in the world happened at this seminar. So, to be the chairperson of the agenda committee was a big deal. You're basically in charge of the ideas that would prevail in country radio for a year and I decided I was going to get that position. I was going to become the chairpersons. That committee, I made a decision this is going to happen. What can I do to make it happen?

I was the least likely candidate to be the chair of the committee. I had the least qualifications. I was way too young. I didn't know people. I was not connected in Nashville very much. I was low man on the totem pole, but I decided it's going to happen. Then I got diligent and I thought, how can I make this happen? How do politicians campaign for office? They talked to people. I called the room, the hotel room the country radio seminar hotel, the opera land at that time, of every person on the committee who got to vote about who is going to be the chair. Every person on the committee. I just called the rooms. No, I didn't know the room number. I just picked up the phone and said, Hey, I need to leave to call the room of and insert person's name here. I had a list of all the people and if they weren't there, I left them a voicemail. I began campaigning two days later, I was the chair of the agenda committee for two years in a row. It's not huge and your list of accomplishments in the world, but it is for a boy from, Kentucky with no college education and no connections in Nashville whose only claim to fame was being a country radio DJ.

What made the difference was diligence. I decided I was diligent in my execution. I figured out the work that needed to be done and I did it to the best of my ability. This was before there was, we had cell phones. We did not have smartphones at this time. I did what I could with the technology I had, which is the hotel phone system, and number three I was determined. Determination means you don't give up. You do it until. So, not only did I call the rooms, not only they leave the voicemail messages, I went to seek them out and find them where they were during the rest of the conference and I talked to them and I said, this is why I should be the chairperson of the agenda committee. I didn't get to talk to all of them, but I was determined to do so if I possibly could and I was voted in with an overwhelming margin to be the chairperson or the agenda committee.

That's not a huge accomplishment in the in the scheme of things, but neither is whatever you're looking to do yourself. Unless you're like you want to have a million billion followers or something crazy like that, maybe you do. Let's walk through the three Ds. Number one, make a decision. Decide and to decide does not mean just to pick an option. It means you cut off all other options. All of the options are cut off. Decide comes from the same root word as incise means to cut off. You burn the bridges; you burn the boats. You have no way to turning back, so whatever it is you're trying to accomplish, if you want to be the world's authority on Bookology, Worthology is the number one speaker in the world and your internal worth as a human being like Dr. Fred Jones is you decide this is who I am, this is what I'm doing. Period. End of discussion. It is going to happen. The chances of it not happening are the same as the chances of pigs beginning to fly. It is going to happen. Number two is diligence. Do the work that's required to get the job done and number three is determination. Do the work until you achieve your objective, until. When do you quit? Never. Never. What does it take to fuel all this? It takes hunger. You got to start hungry and stay hungry, and hunger is important quality, it's an important quality for people who want to accomplish anything. If you don't have hunger, you won't stick it out. You won't fight for it. It's hard to get to hunger when you start with a full belly. Just ruminate on that.

We have the technology available to us to accomplish anything we set our minds to anything we decide to do. We have the diligence to follow through on and we do it with determination until we achieve it. It is doable. Everything is doable. It's just that most of us quit, long before we even make any progress, let alone you know that cartoon is the person digging for gold and they're this close and they give up. Most of us never make it through the first three shovels full. We get tired. We want to watch Netflix; we want to eat Häagen-Dazs and watch Netflix. That's it. My friends. Three Ds to achieving anything you want in life. Decision, diligence, determination, until. Period. End of story. That's the daily Ray. Have a great weekend. Be blessed. Remember, you're under grace, not under the law, which means you're forgiven. Just like that character and Oh brother, where art thou? I done been saved boys. All my sins been worst away. Ain't God nor man got nothing on me. That's a good feeling. God bless you. I love you very much and I'll see you next time. Bye y'all.

Automated Speaker: Interact with Ray live Monday morning. Start again. 5:00 AM Pacific on Facebook, YouTube, Instagram, and Periscope. Join forces with Ray and his team. Visit Ray Edwards, agency.com.

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