



The logo features the name 'Ray' in a large, black, cursive script font. Below it, the name 'EDWARDS' is written in a bold, black, sans-serif, all-caps font, with each letter spaced out.

# EDWARDS

## **Ray Edwards Show, Episode 464**

### **How to Have Success, Peace, and Prosperity in the Time of Pandemic**

#### **Ray Edwards (00:00):**

Well, hello, my friends. Welcome to The Ray Edward Show. Today's episode is entitled How to Have Success, Peace, And Prosperity in The Time of Pandemic. That seems like a bold claim. Can I live up to it? I believe I can. You'll have to decide for yourself. Let's start with this. I'm not going to spend a lot of time talking about the pandemic. I'm going to spend almost no time. In fact, the next few seconds, and then we'll move on because the pandemic, the virus, the responses to the virus, the things that have happened with government, with the health organizations, with the different opinions about, "Is the virus real? Is it fake? Is it engineered by humans? Is it a conspiracy? Is it not a conspiracy? Is it the flu, nothing worse? Is it a global pandemic that's going to wipe out the human race? Is it part of the end times?" I don't have any of the answers to that. The truth is, I don't know. And the truth is; also, it doesn't matter whether I know or not, I'm not in control of it, and I imagine neither are you.

#### **Ray Edwards (01:21):**

Dr. Stephen Covey talks about our circle of concern versus our circle of influence versus our circle of control. And those are ever smaller circles. The circle of concern is all the circumstances in the world that concern us, that we think about the things that make us anxious or that make us happy that we're out of control of. We wake up this morning, and it's sunny. That's a circumstance. It's a circumstance that we're concerned with, but we have no control over. Circumstances are just facts of reality, whether we believe in them or not. Gravity is a circumstance. You can believe all you want to that there's no gravity, but if you leap off the tallest building in downtown, you're going to have very negative results.

#### **Ray Edwards (02:05):**

So circumstances simply are what they are. The things we have influence over are perhaps some of our closest acquaintances, perhaps some elements of our government. We can vote. We have influence over the outcome of the vote. Some people say we don't. Most people agree, we do. Regardless, those are opinions and

thoughts you have about something that you might possibly be able to influence. You maybe can influence other people. You can influence him to have a better or worse day by how you treat them, but you certainly can't control other people as much as you might want to. Look, you're not alone. I want to. If I could control other people, I would. And it's probably best that I can't because often I would control them to do things that might not be the best idea. It always seems like the best idea to me at the time, but later I often get perspective on things I felt passionately about before and things I wanted to control people around before. And I realized better that I'm not in control of the humans, better that they're in control of themselves. On a good day, I can control me, and that's the only thing I can really control. The only thing I really have control over is myself. That's what we're going to focus on. And that's where we're going to find success, peace, and prosperity, even in this time of the pandemic.

### **Ray Edwards (03:32):**

Let's define our terms. I went to dictionary.com and got these definitions. Peace is defined as freedom from disturbance or tranquility. Is it possible to have peace in the time of pandemic? Now, before you jump to conclusions and just say, "No, it's not possible. It's total chaos out there." Well, that's a thought you have about it; that's not the circumstance necessarily. Look, even if your thought is accurate, can we agree your thought is not the circumstance itself? Yes? What I think about the weather is not the weather itself. The map is not the territory. The menu is not the meal. So it's possible to have peace. Well, one way you could have piece is if you live in a cabin in the woods and you didn't know there was a global pandemic, then you'd have total peace in the time of a pandemic. Am I suggesting that you just bury your head in the sand and don't even pay attention to what's happening? Well, that's one possible answer to the situation, especially if you live in that proverbial cabin in the woods, but not possible for most of us to be completely ignorant of the pandemic, and probably not a good idea. It's probably better that we know at least the facts of what's going on as far as we can ascertain them, but it is possible. It is possible to have peace in the time of pandemic, even if you know what's going on. Well, dig into more of how that's possible in a moment. And I just want to define what peace is. It's the freedom from disturbance, tranquility. You know, even if you're a very panicky person, a very nervous person, who's always worried and anxious about many things. You probably know someone who, despite what's going on, it seems very undisturbed, very tranquil. They probably irritate you or at least puzzle you, but you know, such people. So, you know, it's possible.

### **Ray Edwards (05:26):**

What about prosperity? When so many businesses were forced to shut down and are suffering now and will suffer even more in the future, many will never reopen, and more people are now without a job than previously have been. Since the time of the great depression in the United States. It doesn't mean it's worse than it was in The Great Depression; it's not percentage-wise. I mean, as, as the time that I'm recording this, the unemployment rate is calculated to be about 15% in the US. That's 15% of the people who want to work are not currently working for money, don't currently have a job. And while that's much worse than it was a few months ago, we still have to keep perspective. Well, we don't have to, but I would suggest you remind yourself of the perspective that that means 85% of people who want a job have one. And many people are, in fact, prospering during this time of pandemic. And let's define prosperity: the

condition of being successful or thriving. There are many, you don't hear about them, but there are many who are successful and who are thriving even now and will continue to do so. I'm among those people. I don't tell you this to brag or boast, and I'm not saying I don't have temporary, inconvenient circumstances that I'm dealing with because I do just like most everybody on the planet, you me, and about 8 billion other people.

### **Ray Edwards (07:02):**

So what about success? If prosperity is the condition of being successful or thriving, how do we define success? Earl Nightingale defines success this way; he said, "Success is the progressive realization of a worthy goal or ideal." In fact, I'd like to share a little bit of writing by the famous, legendary Mr. Earl Nightingale, to whom I feel a very personal connection. I never met the man, but when I started out on the radio business, one of my first jobs was playing a radio show. I would go to the local AM radio station and put this recording of Earl Nightingale on the air every day. It was called Our Changing World. And I listened to him obsessively. I loved the sound of his voice. He had this deep sonorous voice. He had a great way of inflecting things that he said. And I heard a recording that he did called The Strangest Secret, which is one of the first, maybe the first self-help material. I really understood that changed my life dramatically, just by listening to it. The recording of the essay, the strangest secret, has been translated into an ebook. You can get it on Amazon for free if you're a member of their unlimited Kindle club. And it was at the time, the first spoken-word recording to sell a million copies, it's had a profound effect on the self-help industry. In fact, much of what you hear today in the self-help movement actually started with this recording.

### **Ray Edwards (08:40):**

I'm going to read to you from the ebook version of the recording now. Just a passage that I think is key to understanding how to have success, peace, and prosperity in a time of pandemic. Earl Nightingale wrote, "If you understand completely what I'm going to tell you from this moment on, your life will never be the same again. You will suddenly find that good luck just seems to be attracted to you. The things you want just seem to fall in line, and from now on, you won't have the problems, the worries, the knowing lump of anxiety that perhaps you've experienced before. Doubt, fear. Well, they'll be things of the past. Here's the key to success and the key to failure. We become what we think about. Now, Let me say that again. We become what we think about throughout all of history. The great wise men and teachers, philosophers, and prophets have disagreed with one another on many different things. It is only on this one point that they are incomplete and unanimous agreement. Listen to what Marcus Aurelius, the great Roman emperor, said. He said, quote, a man's life is what his thoughts make of it. Disraeli said this, "Everything comes if a man would only wait. I have brought myself by long meditation to the conviction that a human being with a settled purpose must accomplish it. And that nothing can resist a will. That will stake even existence for its fulfillment." Ralph Waldo Emerson said this, "A man is what he thinks about all day long." William James said, "The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind," and he also said, "We need only in cold blood act as if the thing in question was real and it will become infallibly real by growing into such a connection with our life, that it will become real. It will become so knit with habit and emotion that our interest in it will

be those which characterize belief." He also said this, "If you only care enough for a result, you will almost certainly ascertain it. If you wish to be rich, you will be rich. If you wish to be learned, you will be learned. If you wish to be good, you will be good. Only you must then really wish these things and wish them exclusively and not wish at the same time, a hundred other compatible things just as strongly." In the Bible, you read in Mark chapter nine, verse 23, if thou canst believe all things are possible to him that believeth. Dr. Norman Vincent Peale said, "This is one of the greatest laws in the universe. Fervently do I wish I had discovered it as a very young man. It dawned upon me much later in life. And I found it to be one of the greatest, if not my greatest discovery outside of my relationship to God," and the great law briefly and simply stated is that if you think in negative terms, you'll get negative results. If you think in positive terms, you will achieve positive results. That is the simple fact, which is at the basis of an astonishing law of prosperity and success. In three words, believe and succeed. William Shakespeare put it this way. Our doubts are traders and make us lose the good we often might win by fearing to attempt. George Bernard Shaw said people are always blaming their circumstances for what they are. I don't believe in circumstances. The people who get on in this world are the people who get up and look for circumstances they want. And if they can't find them, make them." Nightingale goes on to say, "Well, it's pretty apparent, isn't it? And every person who discovered this for a while believed that he was the first one to work it out. We become what we think about."

### **Ray Edwards (12:28):**

It's pretty obvious. We need to be careful what we think about. Especially in times like these, because it's established neurobiology and psychology that what we think about causes a neurobiological cocktail to be stirred up in our brain called an emotion. And those emotions, those feelings drive our actions. So we have a circumstance that causes us to have a thought, that thought stirs up a feeling, and those feelings control our actions, the actions determine our results. The one element in this whole equation, we really have control over is what we think about, all the time. And those thoughts come down to us asking this question, "What does this circumstance mean?" Now, if we decide, it means it's the end of the world that we need to go hide in the woods, that civilization is going to burn. We're going to have a very different emotional reaction than if we think while this circumstance is unfortunate, it's even tragic, but this too shall pass. Even more, if we're conscious about what we're thinking, what we want to have as a result, if we want to be able to make the best of whatever happens, then we might choose to think something else, altogether, like as my friend, Michael Hyatt would say, "What does this make possible?" In the case of our current circumstances, what does it make possible? Does it make it possible for you to stop working on things you worked on before and work on what you want to work on? Really at the core anyway, does it make it possible for you to change the nature of your business in a way you wished you could before the pandemic, but now you have no reason not to change it because the way you did business before has been ultimately altered for the rest of time. Another question to ask yourself, instead of how has this terrible, and how's this going to destroy my life? Might be instead to ask, How could this be happening for me and not just happening to me? How could this be for my betterment? How could this be something that enables me to be of more service to other human beings and to be rewarded for that service? What does this make possible?

**Ray Edwards (14:40):**

So much of what happens to us emotionally depends on what we think about. In fact, I would say, for the most part, that's really all that our emotions are: the result of our thoughts. Now I realize that there are physiological problems that some people have that caused that to be less than a hundred percent accurate, but for most of us, even those of us who have brain disorders that upset the brain chemistry that normally makes us feel good, I'm one such person I have Parkinson's disease, which dramatically affects the levels of certain neurotransmitters that affect my mood, and yet even I, through a combination of physical exercise and disciplined thought maintenance can change the way I feel. And I believe, so can you. To simplify it, I put it this way; put good, positive thoughts in your brain. Don't put negative, scary thoughts in there, and don't allow them to grow there or remain there, and you have to be vigilant about this. You have to be intentional about it, or it'll happen to you instead of through you. What I mean by that is, if you intentionally decide you're not going to listen to the scary, negative banter about the virus or the pandemic, you have choices to make about what you're going to listen to when you are listening to podcasts or to radio shows or what you're going to watch on television, or if you're even going to watch television at all. You have choices about what you read. Are you going to read the news? Which it's nothing really new, is it? The news is not news, they're olds. There's a difference between knowing the facts that you need to know in order to continue to operate in the world and being obsessed with every little detail, every little statistic, every changing political statement, every opposing viewpoint. How important is it for you to know these things? Are you a policymaker in the government or in the health organization or the in the world structure of healthcare? If not, I submit to you. There's a very limited amount of information you really need to know about those things. I'm not saying don't be informed. I'm saying be just informed enough, take the minimum effective dose of information and then move on to things that are going to serve you better and things that will serve you better. Things that empower you to do more, to be more productive, to be more successful, to be more tranquil and undisturbed, and more productive and more empowered to progressively realize your worthy goals or ideas. And that would make you a peaceful, prosperous, successful person, even in the time of pandemic.

**Ray Edwards (17:06):**

So my suggestion carefully guard, what goes into your mind, and as far as podcasts are concerned, I have a list of podcasts I would suggest listening to instead of listening to news and discussion about the financial markets or the health situation in the world, these will include podcasts by Brendon Burchard, Joel Osteen, T.D. Jakes, Cliff Ravenscraft, Pat Flynn. I'll have a list of all these podcasts in the show notes for this episode, with links to them. And they're different subject matter. Joel Osteen, of course, is a Christian pastor, T.D. Jakes the same, but both of them are a more motivational speaker in my mind. They're just very motivational, very empowering. They make me feel good when I listen to them. Brendon Burchard is a high-performance coach. Pat Flynn has a great podcast called The Smart Passive Income Podcast. There's Michael Hyatt's podcast, Amy Porterfield, James Wedmore, Stu McLaren, and these are just the ones that I personally listen to, Mark Mason, Leslie Samuel, The Social Media Marketing Podcast by Mike Stelzner. There are many other great podcasts. These are not the only ones, but these are the ones that I personally

can vouch for that I listen to, that I promise you if you listened to them, you'll come away with a more positive viewpoint of your position in the world and what you can do about your circumstance.

**Ray Edwards (18:21):**

Then there are audio programs. You might not want to listen to podcasts all the time. You might wanna listen to just straight out audio training or audiobooks. I steer things by Jim Roan, Earl Nightingale, Zig Ziglar, Tony Robbins. And when it comes to books, audiobooks are a fantastic resource. And just by the way, some people say, if you're listening to an audiobook, you're not really reading the book. I disagree. I love to read physical books. I also love to read audiobooks, and I count both of them as reading. Whether it's somebody reading it out loud to me or me reading it with my own eyes, it makes little difference to me. So some great books that if you haven't read them, I would recommend them. And if you have read them, maybe read them again. This is a good time. Perhaps you have more time on your hands to read, or perhaps you're making more time to read. Essentialism by Greg McCowan; love that book. Stillness Is The Key by Ryan Holiday. How to Win Friends And Influence People by Dale Carnegie. Meditations by Marcus Aurelius. Think And Grow Rich by Napoleon Hill. The Power of Positive Thinking by Norman Vincent Peale. Awaken the Giant Within by Tony Robbins. Or if that book is too long for you, it's a pretty long book. You might try a little known book Tony wrote. It's a much shorter summary of his best ideas called Notes From A Friend. So either awaken the giant within or notes from a friend, both by Tony Robbins.

**Ray Edwards (19:40):**

And aside from what you put in your brain, I'm really going to recommend strongly that you get an hour's worth of physical activity every day if at all possible. Most of us can do this, somehow, even if you're stuck in your apartment in downtown Manhattan. You can do pushups, you can do bodyweight exercises, you can perhaps run the stairs, but getting an hour of physical exercise it doesn't have to be super intense. But as someone who knows from experience, physical inactivity is not good for your mental state. So whether it's an hour-long walk or a run or a bodyweight workout, or calisthenics, or some kind of yoga routine, getting some kind of physical exercise where you change your physical state and posture and your breathing every day. It's the best investment you can make.

**Ray Edwards (20:25):**

And then there's your language. What you talk about. I know I said, we become what we think about all day long, and we do. And we talk about what we're thinking about. So if you want to know what you're thinking about, just listen to your own words sometimes. You'll be surprised what comes out of your own mouth. If you're saying things like money doesn't grow on trees, or now's not the time to be investing money or the time for us to waste money on things like entertainment or food, just for the sake of enjoying food because we got to conserve our money because we don't know what's going to happen. Those kinds of phrases coming out of your mouth portray a sense of panic and fear, perhaps. Now, perhaps you're just being prudent, but prudence is the explanation. Many people use to cover panic. I prefer an optimistic outlook on the future. And look, I don't think optimism is unrealistic. Optimism is not believing that the

best will happen; optimism is believing you'll make the best of whatever does. That's two totally different mindsets. If you didn't quite get that, let me repeat it. Optimism is not believing the best will happen; it's believing you will make the best of whatever does. Again, that you are in control of. The one thing you can control, which is yourself.

**Ray Edwards (21:41):**

So not only is it possible to have peace, prosperity, and success in a time of pandemic, I believe is when the grass with everybody listening to this podcast and it starts by taking care, guarding the doorway of your mind about what goes in your head, what comes out of your mouth, and what you do with your body. Three things you have control over, and you can decide whether you're going to be successful, peaceful, and prosperous or not. I encourage you to make the choice of being successful, peaceful, and prosperous. May it be so. Here's to your prosperity and your long life. God bless.

**Automated Speaker (22:24):**

Thank you for listening to The Ray Edward Show.

**Automated Speaker 2 (22:26):**

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**Automated Speaker (22:36):**

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**Automated Speaker 2 (22:41):**

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

**[END OF AUDIO]**