

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

Ray EDWARDS

Ray Edwards Show, Episode 487 How To Get What You Want

Ray Edwards ([00:01](#)):

Ray Edwards show episode 487. How to get what you want. How to get what you want. I think that's to the point. So the story goes like this terrorist farmer in his field, and a salesman pulled up by the side of the fence. Farmer gives off the tractor, comes over to the fence. Salesman says, "Hey, I'm new in his territory. What kind of people are there around here?" And the farmer said, "well, what kind of people were there in the last time you were in?" And the salesman said "they were disagreeable, unfriendly, hostile, hard to get along with" the farmer said, "yep, you're going to find the same kind of people here." Salesmen kind of grumbled got back in his car and drove off. Later that afternoon. Another salesman pulls up to the fence.

Farmer kind of grins, gets off His tractor comes over to his fence. Salesman says, "Hey, I'm new here new territory. What kind of people are there? Here? " You can guess the farmer said, "well, what kind of people were there in the last place you worked?" Salesmen said "they were the best people on earth. They were happy. They were friendly. They were honest. It worked hard. Loved those people." Farmers said, "yep. You're pretty much going to find the same kind of people here". And this should be obvious what the moral of the story is. You get what you expect. So the secret of how to get what you want is to expect it. Okay. It's been a great episode- glad to have you here.

Ray: ([01:44](#))

There is a little more to it. So we'll get into that in case you missed last week, show, Kris has joined me as my cohost. You're on probation. Cause the idea thing you had, you had a checklist of ideas.

Kris: What do you mean? I'm on probation. They have to pan out and prove to be good.

Ray: Yeah. I got to see how this is going to work.

Kris: Alright. I'm down. I'm constantly going to be changing things up. Hey, I get what I expect. I expect to do well.

Ray: It's so fun to have you hear this. We had a good time last week. I hope somebody else enjoyed it. Otherwise we'll just keep doing it and have a good time.

Kris: Oh mom liked it.

Ray: Okay. So Lynn liked it and Mike's tells her like this that's three other people. We're at good number. Cool. Well, I'll explain more about this expectation thing. I think you'll find it helpful in getting what you want. And we're coming into that time of year where people are starting to think. Well, I mean, people were thinking about next year long before now, as we record this in 2020, it's October, 2020. And I think almost everybody wishes this year were in the past.

Kris: Yeah. You just wait three weeks from now. Then tell me how you feel.

Ray: Oh boy. So we'll start exploring how to expect and get a better 21 than you might otherwise get. So that's coming up.

Ray: (03:01):

Okay. We have a new feature on the show. Is it entrepreneur, entrepreneur?

Kris: Yes, it is.

(03:08):

Entrepreneurial that? The entrepreneurial spotlight. Yeah. Spotlight go for it. I'm picking another YouTube channel and I for a very specific reason, not because I think you're going to enjoy it unless you happen to be in electronics.

But this is a good example for all the people who say, wow, I'd really like to do something on YouTube, but I don't have XYZ. I don't have a great camera. I don't have great lighting. Plus there's 5,000 other people doing this. Well, electronics is a very popular topic, as you could imagine. And there are channels who put out really professional videos. I mean, you know, with professional animations, it looks like they've spent 10 grand just making this video. But then there's this guy at RSD Academy. That's Romeo, Sierra Delta Academy. And this guy, he's just a guy in front of a whiteboard, probably using a camera phone. And I'm watching him build this channel. He's in a highly competitive arena. As far as the subject matter. There are people who outdo him, his personality. It's what you would expect if you walked into a classroom. And that's what his channel feels like.

(04:20):

It feels like a classroom, old guy in front of a whiteboard drawing circuits on a screen. You know, there's nothing fancy about it, but I'm watching him grow his audience and get Patreon support and turn this into a viable business. So whatever excuses you have, I challenge you to measure those against Bob Duhamel at RSD Academy and see what you think. Like I said, it's not about the subject matter. You might not care what a resistor or capacitor are, but I'm just saying, look at this guy and watch how he's competing in this arena and then see what excuses you have left.

Ray: I love it. What is a capacitor?

Kris: They're like tiny little batteries.

Ray: By the way, I can't let this episode pass by without recognizing that Eddie Van Halen died this past week.

Kris: You ever ridden down the road, Ray, in your 1983 Chevette with Eddie Van Halen blaring on your one-speaker am radio?

Ray: v Panama. Yeah. I love loved his music. Love that band. I mean, it was like the soundtrack of my childhood and my teenage years. So, um, and I mean, he's truly was a master of the art. It's shame happens to us all, but that doesn't mean I don't hate it. So rest in peace, Eddie Van Halen, thank you for the legacy of music you left us.

Announcer (05:40):

Does anyone want to live a life that is long and prosperous? Spiritual Foundations-

Ray: So how do you function in the world? How do you end up where you are right now? Wherever you are, whatever you do, whatever kind of person you are, how'd you end up that way. If I ask you that, how did you end up being who and what you are, Kris? How would you answer?

Kris: I would answer with a confused look on my face because, you know, I'm, I'm turning 45 this month. And I think, every one of those years has contributed to who I am. Every decision, every person that I've met, every job that I've held.

Ray: Hold on, you can't be turning 45. Cause that means I would be 55.

Kris: Yeah, I thought you would have come to terms with that by now cause it happened a few weeks ago

Ray (06:28):

In the words of philosopher, Sammy Hagar. I can't drive 55. Okay. So I obviously asked you a confusing question on purpose. I'm sorry. It was not polite of me. Here's the thing we are in my belief, we are habits. A habit is a redundant set of automatic unconscious thoughts, behaviors, feelings that we have collected through repetition. You've done it so many times that your body knows how to do it better than your mind knows how to do it. In fact, I want to quote Joe Dispenza on this. Who says, "if you think about it, people wake up in the morning. They begin to think about their problems. Those problems are circuits. They're memories in the brain. Each one of those memories are connected to people and things at certain times and places. And if the brain is a record of the past, the moment they start their day, they're already thinking in the past, each one of those memories has an emotion.

(07:25):

Emotions are the end product of past experiences. So the moment they recall those moments of their problems, they are all of a sudden feeling unhappy. They feel sad, they feel pain. They feel nostalgia. Now how you think and how you feel creates your States of being so the person's entire state of being when they start today is in the past. So what does that mean? It means the familiar past will sooner or later become the predictable future". Now let me ask you a question, Kris, do you believe that your thoughts have something to do with your destiny?

Kris: Of course I do.

Ray: And if you can't think greater than how you feel. So in other words, if you're, if you wake up and you're super depressed, are you going to think at a highly achievement oriented forward-moving best self image level? If you're feeling depressed?

Kris ([08:17](#)):

I think I'm more likely to sit in the corner and feel sorry for myself.

Ray ([08:22](#)):

Yes. I think that's true. So your thoughts have something to do with your destiny. You can't think greater than you feel your feelings have become the means of thinking by the very definition of emotions you're thinking in the past. And for the most part, you're going to keep repeating the past because those are the patterns you've established. So then people grab their iPhone or their Android or whatever device they use. They check out their Instagram, they check their texts, their emails, the Facebooks. I said it that way on purpose. I know it's the Facebook.

Kris: You said it cause you're 55 now.

Ray: Yeah. They post things. They craft a post that's going to get a certain number of likes so they can go back and see the likes and see the comments and reaffirm who they think they are. And then they go through a series of routine behaviors to reinforce the being in the person and the state of emotion.

([09:15](#)):

They've habitually built over time. So they can be certain of who they are and what's going to happen to them because the core emotional state we're seeking often is certainty. So what's the point of all this. What's it got to do with spiritual foundations. If you want to live a different life, you literally have to become a different person. And Jesus talks about this in the Bible. He says, if you want to enter the kingdom of heaven, which that's not some fancy theological realm of clouds and angels and harps, weird beings that we might be, there are weird beings. We don't understand, but it's not what we particularly think of. We think of heaven. The kingdom of heaven means it's the domain of the King. If you want to enter into the presence of divinity, you must be born again. It says elsewhere in the Bible, it says that when a person is in Christ, the old is gone and the new comes, you've got to become a new person.

([10:09](#)):

You think new thoughts, you develop new habits. You don't get up and do the same things every day. You become a new person it's called renewing your mind. So in one more biblical reference, because that makes it legal and you'll be okay with it. Paul writes, don't be conformed to the pattern of the world, but be transformed by the renewal of your mind. Now, isn't it interesting that Paul, the apostle doesn't say the renewal of your spirit or your soul, cause he's a spirty guy, but he says the renewal of your mind. He says you should repent. And we think repent means grovel for forgiveness. The Greek word for repent is metanoia. It means change the way you think. Renew your mind- become a new person. We'll explore how that'll help you get what you want in just a few moments.

Announcer: Now, simple hacks that make life cheaper, easier and faster Ray's tip of the week.

Ray ([11:06](#)):

Okay? Tip of the week, this week is an iPhone app. I'm sorry, Kris.

Kris: It's all right.

Ray: We'll have to supply one from the dark side.

Kris: Now, just tune out, go ahead.

Ray: It's called scan plus. And you might say, well, there's a scanning function, built into different software that I use different apps on my phone. There's a scanning function built into the iPhone, but what makes scan plus so different? You take a picture of your camera and it'll scan a document or a photograph or a sign and it'll turn into a PDF and it will perform OCR on that document. So the text in the document is searchable as readable. So if I sign a contract or I get a note from a listener, I can scan it using my phone. And I have a photograph of the card and I have the writing transcribed into text. So I can pop that into Evernote or whatever, wherever I keep my PDFs. And I can search for the person who wrote me the note or where it came from or what it was about. You can use it. If you need to send documents to a bank or a realtor or a lawyer, usually those three kinds of people hang out together, sorrow and SU. It's an easy way to scan things. You don't need a separate scanner. I love scan. Plus I think it's about four bucks on the app store.

Announcer ([12:16](#)):

Now our feature presentation.

Ray ([12:18](#)):

Okay? So does this sound familiar? You decide, you want to change something in your life. You want to change how much you weigh. You want to change the fact that you don't have a job. You want to find a way to make some income. You want to change the fact that you won't based on what we talked about last week. You don't want to work for somebody else. You want to have your own business. You want to have your own company and you there's a lot of things that have to change about you to make that work. So how do you do it? Well, I started this show by saying, you, you have to expect it. And that sounds over simplified. And it is because expectation comes out of that programming. We were talking about earlier, the automated self, where you get up and you do.

([12:57](#)):

I mean, most of us get up in norming and we do pretty much the same thing. We get out of bed at the same time, in the same way we do the same actions. We have the same thing for breakfast. We drive the same way to work. We get there about the same time we see the same people. They say the same things day after day after day. In fact, many psychologists and psychiatrists estimate that up to 70 or even 90% of the thoughts you have today are the same thoughts you had yesterday. So what do you think the likelihood is? If you have those same thoughts every day, you're going to produce a different result.

Kris ([13:33](#)):

Well, you know, Einstein said,

Ray ([13:37](#)): Give me Liberty or give me death.

Kris: That's what he said.

Ray: I believe Einstein said 93% of the quotes on the internet about me are wrong.

Kris: He should have, if he didn't, he didn't have a lot of foresight, that guy.

Ray: chances are, if you do the same things every day, you're going to get the same result. And so what we have to do is learn how to scramble the patterns of the past and install new ones. So that means step one to changing our world and ourself and getting what we want, what we really want, is to understand and appreciate the world we're living in the forces that drive it and what makes us tick. So we live in a pretty chaotic world right now. Let's understand and appreciate there's a lot of stuff going on that none of us have control over.
Speaker 1 ([14:31](#)):

And one good way to be miserable. If that's your goal is to be upset by not being in control. Now, this may bother a lot of people who want to say, well, I want to fix things. We'll fix something. That's good, but you can't fix everything. If you, if you make that your responsibility you'll be miserable. I know lots of people who are miserable to be around because they are miserable because they want to fix everything. They won't be happy until everything goes their way, never going to happen. So that means you've got to understand what drives you as an individual. Is it achievement? Is it certainty and safety? I mean, Tony Robbins has his six human needs, which I think are as good a model. If not better than any other psychological model available, the needs are certainty, The knowledge we're going to be okay, uncertainty, enough variety to keep us interested, because if you live with, let's say you get married to somebody you've been married to them for three decades, four decades, five decades. And you know, everything that's going to happen in that relationship every day, you know, everything they're going to say, then everything you're going to say, you know, the things are going to do to irritate you. They're going to it without fail. Nothing's going to change ever. What are you now? You're bored or you're frustrated or you're depressed. It's like God had a sense of humor and said, well, I'm going to make the first two human needs in opposition to each other, the need for certainty and the need for uncertainty. Here's an example that Tony gives a lot that I really like. He says, have you ever watched a movie you've seen before? Why would you do that?

([16:00](#)):

Because you hope you forgotten enough that you'll be able to enjoy it. But you remember enough that you won't be freaked out or scared, or you can appreciate it ahead of time and say to whoever you're watching us, Oh, watch this. This is cool. So there's fun in that. It's like riding the same rollercoaster over and over again. You've got some uncertainty. So a little bit of excitement and you've got a little bit of certainty. So, you know, you're not going to die. The next two needs are significance. And then connection. People who are driven primarily by significance wants to be the most important person in the room, in the school, in the town, in the country.

Kris: Don't don't do it. Don't do it on me.

Ray: I'm the most important president in the world ever. Okay. You're right.

So significance and then connection or love and connection and love are two forms of the same human need. You can get connection in a high quality way or a low quality way. So one way to get a connection to somebody is to walk up and punch them in the face. That's easy to

do, but it may have unpleasant after effects. Like they might punch you back. But this is one of the reasons that violence is prevalent and probably always will be as long as humans in their present form control the earth because it's an easy way to be significant and to connect. But it's a, it's a, it's a low quality way of connection. And a higher way of connection is to be loving, to be kind, to help someone to reach down and give them some assistance or to contribute to community something that's bigger than you are. To love.

[\(17:42\)](#):

That's a higher quality form of the need to connect. People, get significance by having bigger cars, bigger houses, bigger checkbooks, but people also get significance by being the person who helps the poor in Calcutta like mother Teresa, by volunteering at the soup kitchen downtown to feed the homeless by just being the person who does nice things like filling a parking meters on a street. So people don't get parking tickets. That's a higher quality form of significance. So Tony calls those first four needs the fundamental needs. He says, he says, we all meet all of them. We must, they're not wants. They're not desires. They're things we have to meet. We all need certainty. We all need uncertainty. We all need significance. We all need connection and love. The question is, do we meet them in a high quality way or a poor quality way? You can get certainty by taking drugs, smoke some crack.

[\(18:37\)](#):

You're pretty sure to have a sensation, not a good longterm habit- has negative consequences, but it's easy at first. So the final two needs that Tony teaches are contribution and growth and connection. And Tony says, those are the human needs of fulfillment. The first four needs of the needs of survival. The last two needs is it needs a fulfillment. So lots of people meet the first four needs. Well, certainty, uncertainty, significance, connection, love they meet those well, but they don't meet the needs for growth and contribution at all. So they're unfulfilled. That's why you get people who are rich and famous and kill themselves because they feel like nobody loves them or they don't love anybody. They don't understand. They don't feel like they contribute in any way-they're mistaken, but your perception becomes your reality. So that's figuring out your world what drives you.

[\(19:27\)](#):

That's a little deeper than I intended to get, but the second step is get leverage on yourself. And in my world, we use the pastor framework to do this. It's what I use. When I write copy, I have this acronym, P A S T O R. P stands for person problem pain. So think about what we just covered. You are the person you're trying to change. You know what your problems are, you know what the pain is that you feel. So you're actually writing copy to yourself to change your world and get what you want. And the copy you're writing. It goes to the next part of pasture, which is the A and the, A stands for amplify, the pain of not changing. So if you're selling a product, the pain is you'll never cure that dandruff. So you'll always be a flakey-headed person. But if you're trying to change your eating habits, so that you're healthier, you amplify the consequences of not solving your nutrition problem.

[\(20:18\)](#):

Well, I'm going to weigh 500 pounds and then I'll have to be buried in a piano crate? They'll have to take the wall off the house to drag my elephantine carcass out of it. That may sound mean, but remember, I'm talking about writing this quote "copy" to yourself to motivate you. And some people don't like the word motivation. They're like, I don't want to get into that motivation. Well, okay. But you do have to have a motive for action. You got to figure out what it is. So in the pastor framework, the next step is the S- it's the struggle and the solution to the problem. So you've got to figure out what causes you to struggle with this problem. You're trying to solve in your life. Figure out the negative patterns, interrupt those patterns

and change your focus. This may mean putting yourself in a different environment, changing jobs, associating with different people.

(21:12):

And let's just camp on that one for awhile. Jim Rohn is famous for having said, "you become the average of the five people you spend the most time with". So think about that. You're probably the average of the five people in terms of income, political thinking, spiritual beliefs, attitudes about societal problems. You're probably the average, the five people you spend the most time around- your five closest friends, the five people who have the most influence over you. That's a good place to start. And some people will say, well, but I can't just like the five people I spend the most time around are my family. What am I supposed to do? Kick them out.

Kris: Yes

Ray: maybe no, you love your family. You choose your friends. And you become intentional about who you let influence you. And I know that's easier said than done, but it's possible. You can live with in the same dwelling was a person who is different than you and wants different things out of life. And you can let that not influence you, but you can still manage to exist together peacefully, but you go get your worldview reinforced. You'll get your spiritual and psychological support from somebody whom you want to be influenced by. So choose your five people.

Kris (22:25):

You know, the five people, average thing. Do you think that's happens because our five people turn us into them or do we by default seek out our closest people who have views that are in line with ours?

Ray (22:40):

Oh, that's a good question. I think for most of us, it's accidental. It's who we get thrown into the mix with, like who we went to school with, who has the job where we work. You worked out in Iowa for awhile. You work with different kinds of people out there than you did when you were in back in Tennessee. Right?

Kris: That is true.

Ray: But you didn't like, get on, get on Google and look up what kind of people don't want to live near and work with? Oh, those people are in Iowa. That's where I'm going.

Kris: No

Ray: you probably just went. Cause there was a job.

Kris (23:09):

I think for me in a bad habit that I have, and I don't know if this is a Southern thing or if it's a people thing or if it's a guy thing or if it's a me thing, but I do have a tendency to hang out with people that like the same negativity that I like. People that complain about the same

thing. If they have the same political view as me, but not just, Hey, I'm Democrat or Republican, but you know, what really makes me mad is this person here. And we're like, Oh yeah, that person there's terrible. And you know, we bond over this, uh, that kind of thing. So I have people in my life that are just a reflection of the, I guess, worst parts of me or at least the angriest parts of me

Ray: that is true.

Kris: So I probably, I probably should not do that.

Ray ([23:58](#)):

That, that, that's true. I think you're right about that. We gravitate toward people who we feel comfortable with, and that's a point where most people tend to be able to bond and agree quickly, the things that we, they don't like,

Kris ([24:11](#)):

Well, we like to tribalized. I mean, just as a, as a species and whether that's about a sports team or a political view or, or whatever. And I think a lot of those times, for me, they're not the best relationships. They're certainly not motivational. Um, you know, I've got a friend that I talk to a lot and if I was excited about a new business venture, I like, let's just say, I woke up this morning. I've got the best idea ever. I don't want to, I don't want to let this die down. I want to go, go, go. And I make some progress. And I called this friend, he'd be like, huh. And then he would want to go back to talk about the thing that we just talked about. It's like, if you have a, if you're not a religious person and your best friend who is also not a religious person and you two have discussions about being not religious, all of a sudden he said, Hey, you know what I found?

I found Jesus. I think your first response is a nonreligious person as well. There goes the person that I know there goes my friend.

Ray: Yup.

Kris: You know, they're just, they're not the same person anymore. And it's not just religion. If I, if I had a different path, I was taking the people that are closest to me. I mean, they might not express it and say, Oh, don't do that. But they, you know, some part of them is going to think this person I know is about the change. I'm going to lose the person. I know.

Ray: ([25:29](#)):

Yeah. That's exactly it. So you bring up such a good point. When you start trying to change your life. We started out talking about how to get what you want, which usually means people want to change something significant in their life. Like I hear from a lot of people who want to be writers, they want to make a living writing, especially these days, the fantasy of being able to have a business where you get paid to write and you can live anywhere is very appealing to people these days. Cause maybe I'll go live me somewhere they don't have riots, just a thought. So that feels like a challenge to people changing and moving towards that kind of business. And what happens a lot of times, if you announce you're going to start a new business, you're gonna start a new career. You're going to be a writer or you're going to lose weight or you're going to get in shape or you're going to become an Instagram influencer, whatever you want to do.

Usually some of your friends start teasing you. if it's diet- I mean, probably most of us have been there. There's Pie, or there's cake or there's pizza. And somebody says, Oh, come on. Don't act like you've got a stick up your butt, have just one piece. It's not going to hurt you. And the next thing you know, you're eating cake and you're off the path and you don't wanna think too much about it. And so why are your "friends" doing that? Is it because they don't like you? No it's because they see what you just described, Kris- they see you changing and it either makes them feel bad about themselves or it makes them uncomfortable about themselves or it makes them think you're going to think you're better than them. You're gonna leave.

Kris([26:58](#)):

Yeah. I think the third one is probably the most powerful. Even if it's something horrible, like if you are an alcoholic and you have an alcoholic friend, I mean active, not recovering. And you start to get sober, your friend's going to feel alienated. And like, they don't know you anymore, even though they know it's the best thing for you.

Ray ([27:16](#)):

Yep, exactly. So this is a part of changing. I think it's important to think through because you have to, you have to do what Jesus said. The man who builds a tower, first counts the cost. So you got to ask what's it going to cost for me to become this new person, to do this new thing. And then you have to ask yourself, am I willing to pay that price? I might be misunderstood by my friends. I might have to get new friends. I might have to withdraw from those friends for awhile until I established my new identity. Am I willing to pay that price? And if the answer is yes, then the next step is pay the price.

You knew this was coming. I mean, you have to eventually do the work. You have to learn how to write or how to have a business.

You have to start eating different foods. You have to start exercising. You have to make the changes. And then the final element is connect to a higher purpose for doing those things. Whether you're religious or not, it could just be to contribute, to come to your community or to people you care about or to the development of the human race, whatever flips your switch and then create a new environment and peer group that will support your plans for change. And that is a recipe for how to get what you want. And if you'll take those steps, then that's where you begin to practice expectation. You start expecting to see the change show up on its own. You find one day, you didn't have to discipline yourself to sit down and write. You just wanted to write one day. You didn't have to say, I'm not going to have that there pecan pie, I'm going to have an Apple.

Kris([28:55](#)):

I love that your internal voice is Briscoe Darling

Ray is that who it is?

Kris: It's something like that. That's an Andy Griffith show reference for the uninformed.

Ray: Is that also Uncle Jesse?

Kris: That is Uncle Jesse. Yeah.

Ray: ([29:10](#)):

Alright. That's it. You can join the conversation by leaving a comment on the page of the show notes, which is Rayedwards.com/487. And finally, if you haven't subscribed to the podcast, please do that. It makes us look good. And there are benefits to you as well, you don't miss an episode.

Kris: I think it would be great if they joined us on the socials too. That's another place that we like to check out the comments.

Ray: Yes. We're on the Tweepers, Facebooks, The YouTubes

Kris: just go to Google translate and translate what he said from old guy into whatever you're referring to.

Ray: The Tic-tacs

Kris: Yeah, the tic Tac.

Ray: I'm doing on purpose now, but it will become reality.

Kris: I know. I know

Ray: I'm done. All right. Live long and prosper.

Kris: That's not the line you sign off with

Ray: until next time may you enjoy long life, good health, great prosperity, peace to you and peace to your house.

Female Announcer ([30:01](#)):

Thank you for listening to the Ray Edwards Show.

Male Announcer:

Find the complete archives of all episodes at RayEdwardspodcast.com or subscribe for free through Apple podcasts and never miss an episode.

Female Announcer([30:13](#)):

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Male Announcer ([30:18](#)):

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