



Ray Edwards Show, Episode 504

How to Transform Stress and Anxiety Into Peace and Increase

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

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Announcer ([00:15](#)):

The Ray Edwards Show. This is the podcast for prosperity, with purpose.

Ray Edwards ([00:23](#)):

Today's episode is called How to Transform Stress and Anxiety Into Peace and Increase. So a lot of people, I think, are feeling kind of stressed out. I just went to Target, Kris, and I could sense through my extra perception, extras, my spooky powers that people were stressed out and kind of anxious. Or maybe it's just that everybody is stressed out and I just observed what was actually happening. Maybe it wasn't spooky powers. You ever go out and feel tension these days?

Kris Edwards ([00:55](#)):

Oh, not so much at target. That's a happy place, but man, if I journey into Walmart, Oh yeah, tension everywhere.

Ray Edwards ([01:02](#)):

So I was thinking about why is everybody so stressed out? I mean, I've talked to coaching clients, we've got people in our programs. And I guess the number one theme these days seems to be anxiety and or stress. And I'm asking why kind of tongue in cheek, because there's a lot of things going on in our culture, in the world that have people kind of stressed. So today I've got an actual solution that I believe will help you. If you're feeling kind of stressed and anxious, I've got a way to help you get into a place of peace and increase. And that is coming up.

Announcer ([01:32](#)):

Does anyone want to live a life that is long and prosperous? Spiritual foundations.

Ray Edwards ([01:37](#)):

Spiritual Foundations is going to stay on theme. I think this is very appropriate. It's from Philippians four, verses six and seven. I'm reading from the New Living Translation. "Don't worry about anything; instead, pray about everything. Tell God what you need, and thank him for all he has done. Then you will experience God's peace, which exceeds anything we can understand. His peace will guard your hearts and minds as you live in Christ Jesus." Now, I often heard this verse in the past and would get all kind of focused on, well, what exactly am I supposed to pray about? And it actually says in the, in the verse itself, what to pray about- everything. And I think there comes a point where we just realize, you know, there's nothing I can do about any of this stuff that I'm so worried about, that I get upset about, that I'm tweeting furiously with people online about, so I need to just let it go. Hand it over to God and let God handle what only God can handle. And if you can reach that point of release where you just give up trying to fix things that are beyond your power to fix, I think you'll find yourself a lot less stressed out, try it and see.

Announcer (02:47):

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

Ray Edwards (02:52):

Tip of the week, Kris, I don't know if you've heard, but I have a new book.

Kris Edwards (02:56):

I have heard that. Yes.

Ray Edwards (02:57):

Have I talked about this at all; this new book?

Kris Edwards (02:59):

Honestly, you have not talked about it enough. I think.

Ray Edwards (03:02):

Well, let's talk about it now. My new book is called *Permission to Prosper*, and you can order pre-order the book. You can't actually order the physical copies yet. They're not available until the 16th of February, 2021. I say that for those of you who are listening in the future, but this podcast is being released on Monday the eighth. So it's still pre-order but you can pre-order and it would really help us out if you did, because it makes the book rise up on the Amazon chart. More people see it, and then more people get- the recipient gets to receive the benefits of the message in the book. It's called *Permission to Prosper*. And you can find it at permissiontoprosper.com. makes it pretty easy to remember. Permissiontoprosper.com. And when we do release it, we have a way for you to get the audio book for free, as soon as it's finished, we're working on recording that right now, but you can order the book right now. Just hang on to your emailed receipt. Go to permissiontoprosper.com for more information.

Announcer (03:53):

And now our feature presentation.

Ray Edwards (03:56):

Okay, so let's say, Kris, that you're starting out the day and you wake up and you've got a list of things in your head that are stressing you out. Does that ever happen to you?

Kris Edwards (04:04):

It happens, uh, most days.

Ray Edwards (04:06):

I think that's true for lots of us. We'd start making that list before we even climb out of bed. We started thinking about, well, I've got to do this, gotta do that, have to do this, have to do that. And here's my suggestion on how to let go of the stress and anxiety. You may be experiencing these days. First of all, go ahead and write your list down. Write down all the stuff that you have to do that you're worried about today or anxious about or stressed out about. Just write them down. Like maybe your list looks something like this increase the cashflow of my business. All right. So write that down. Maybe you need to find new customers, write that down. Then maybe deal with negative reviews or haters online. Write that down. Just make your list. However long it is. Whether it's one item or 10, just make the list. And often when I ask clients to do this, when I'm coaching them, you probably can guess how they word this? This they'll say things like I have to increase cashflow my business. I have to find new customers. Let me just ask you. We haven't prepared for this at all. How does it make you feel, Kris? When you say I have to do this, what are you feeling at that moment when you say, I have to go do this?

Kris Edwards (05:07):

Well, I feel pressure and anxiety.

Ray Edwards (05:09):

So what does "have to" feel like if you were to describe it? Is it light or heavy?

Kris Edwards (05:14):

Uh, that would be a heavy thing.

Ray Edwards (05:16):

Is it play or work?

Kris Edwards (05:17):

It's work.

Ray Edwards (05:18):

Is it good or bad?

Kris Edwards (05:20):

Leans toward bad.

Ray Edwards (05:21):

That's how it feels to most of us. If we're describing what it feels like when we talk about something we have to do. So look at what happens when we just change the language, the have to's to get to's. Now I know some of you are rolling your eyes right now. You're like, Oh God, not this again. Seriously though. Just change the language of the sentence. Try this exercise before you tell me it won't work. Write these things down, whatever your list is. And cross out have to and write instead, get to. So if my list now says, I get to increase the cashflow of my business, I get to find new customers. I get to deal with negative reviews or haters. Does it feel different? Even if you're kind of skeptical.

Kris Edwards (05:57):

It feels a little more like opportunity.

Ray Edwards (05:59):

So what has to happen though, is you have to start asking yourself questions like, well, if I say I get to increase the cashflow, my business, in what way is that an opportunity? So let's kind of walk through it. If I have to increase cashflow my business, it feels like stress and anxiety- feels like pressure. Like I got to do something and that's going to translate into every interaction you have with every other human being that day, which often does not result in you increasing your cashflow. It usually results in you just increasing the stress level of everybody around you. So if you get to increase the cashflow of your business, ask yourself what would be required for me to shift in my beliefs about this stressor, about getting cashflow for me to be able to say, "I get to do it" and be telling the truth and feeling great about it. So, if I get to increase the cashflow, what's what feels good about that? What feels light about it? What feels light about it is I have the opportunity to increase my cashflow. I mean, what a privilege that is that we can control the cashflow in our business. We can control the amount of money coming in. There are actions we can take that can positively influence the potential outcome of us getting cashflow increases in our business. We can buy some ads. We can make a post on social media. We can put a video on YouTube. We can call clients on the phone. We can, there are things we can do. As we say, "I get to do this." We start thinking about the privileges we already have. I get to find new customers. There was a time, not that long ago, when you couldn't just find new customers by logging onto your phone or your computer or your tablet. You had to actually buy advertising like on a television station or on a billboard, in a newspaper. And you had to wait for the ads to be produced. And you had to wait for them to be pushed out to the public. Then you had to cross your fingers and hope with the hundred thousand dollars or more that you just spent actually pays back revenue and some profit. Now you can get in front of new customers for free on Twitter, on Instagram, on Facebook, on YouTube- free. You might say I have only a few followers. Well, a few is more than zero. It only takes one to get one new customer. I get to find new customers means I have the ability to do that. I have the channels that I can publish to for free, social media channels, that we may be frustrated with them, but let's not forget that they cost us \$0 and they give us a platform that puts us in front of potentially millions of people in the world who could see our content, who could read our post, who could watch our video, who could listen to our podcast. That feels more like opportunity. That feels lighter. It feels more like play. What about I get to deal with negative reviews or haters online. I bring this up because it stops a lot of people dead in their tracks. Somebody says something not so nice. And you get totally derailed by just thinking about that constantly. And focusing on that one person, you can get a hundred great reviews on Amazon and you get one poor review and you obsess about that one person.

Kris Edwards (08:52):

I read a study one time that said one out of every 12 people are jerks.

Ray Edwards (08:57):

So just mark that person down as a jerk and move on.

Kris Edwards (09:01):

Yeah. I mean, honestly, I don't care how good and wonderful you are or your product is, or your services; it's going to happen. Someday somebody is going to say things that you think,

well, that's not justified. Where are you coming up with that? And I mean, what do you usually do? Do you ignore those or do you try to reply, or what?

Ray Edwards (09:18):

What I usually do is I ignore it and it's taken me a long time to get to the point of being able to turn away and just say, that person is entitled to their opinion. And I let it stand on its own.

Kris Edwards (09:29):

Well some people are just nasty. They're not really looking for you to fix anything. They just want to be nasty. And if they don't get a rise out of you, they will go be nasty to someone else.

Ray Edwards(09:38):

Exactly. They're just hoping they can pick a fight. So don't give them what they're looking for. Don't give them a fight. Just remember this. The more successful you become, the more of these kinds of people will crop up. So if you have several of them, that means you're doing better than you were before. So celebrate that and focus on your people who love what you're doing and forget about the critics or the haters or the negative reviews. Just focus on the positive. How do you do that? By paying attention to the people who are actually paying attention to you in a positive way. Serve your customers who love you, and love what you're doing for them- deeper. Get more involved with helping them and stop focusing on people who are not giving you money to begin with, ask yourself this. As you look at your have to list, what would be required for me to shift in my beliefs about each of these stressors in my life that I have to deal with, what belief would I have to change, so I could be able to say, I get to do this and be telling the truth. And if you can figure out what that belief change is, it usually occurs in my experience spontaneously. Saying, I have to find new customers feels a lot different than saying, I get to go find new customers today. It really does because you have to believe something different. You have to believe that if you make an effort today, you're going to find some new customers. And some people honestly don't know, well, what do I do to get new customers? Well, that's the reason we're doing this new free challenge. It's a five day challenge. It starts. We're posting this on Monday, the 8th of February, 2021, this Friday, this Friday, the 12th, we're going to begin our free Five-Day Get Clients Fast Challenge. So it's five days of me working with you for about an hour every day. And I give you an exercise, something to do, and I give you some homework to do, and you take one step each day. And five days later, you should be well on your way to getting clients. And the charge for this is absolutely 100% free.

Kris Edwards (11:30):

I was just about to ask if you misspoke, or if that actually was free. Free's good.

Ray Edwards (11:34):

No, it's free. Free is really good. So where do you find this? Go to trainwithray.com. It's the free five day. Get clients fast challenge. Now you don't have to show up every day. We're doing a live training every day, about an hour, one step to take every day. It's not complicated. This is not rocket surgery. It's very simple, but you have to do it. One step every day, five days. The Five-Day Get Clients Fast Challenge, totally free. Go to trainwithray.com. Okay. So if you haven't already done this subscribe to this podcast, wherever you get podcasts, wherever fine podcasts are served and give us a rating and review. And if it's a negative review, we'll ignore it. Also, you want to make sure if you can put your real name and website and the text of the review, we'll be reading these out in the air in the future. So it'd be a chance for you to get a free plug on our show. You can connect with us on Facebook,

Twitter, LinkedIn, Instagram, and Clubhouse. Find all the links mentioned in the show at rayedwards.com/504. Did I get that right?

Kris Edwards ([12:32](#)):

You did.

Ray Edwards ([12:33](#)):

504 because this is episode number

Kris Edwards ([12:36](#)):

504

Ray Edwards ([12:37](#)):

Exactly. In upcoming episodes. We'll be taking more and more time to talk about specific tactics, tools, and techniques to grow your business in 2021 and beyond until then live long and prosper.

Announcer ([12:52](#)):

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