



## Ray Edwards Show, Episode 558 I Don't Believe You

### **Ray Edwards** 00:00

You Say You Believe. I Say, I Don't Believe You.

### **Announcer** 00:05

The Ray Edwards show. Live your destiny by design. Start, run, and grow your own internet based business and create the life of your dreams. You can do it. This is the Ray Edwards Show.

### **Music** 00:19

Let's change the world and watch your business grow. Welcome to the Ray Edwards Show. The Ray Edwards Show.

### **Ray Edwards** 00:30

Hey there, my name is Ray Edwards and for over 40 years, I've been helping the world's best thought leaders, entrepreneurs and business owners craft the words that sell their products, services, and ideas. That skill, the skill of strategic and influential communication has allowed me to build a seven figure business of my own, and live the life I was created for. And now, I'm here to help you do the same. If you've got something to say, or something to sell, this is your podcast. Keep listening for weekly episodes filled with million-dollar ideas and step by step instructions, showing you how to put those ideas to work. Now let's get down to it.

### **Ray Edwards** 01:20

I started the show by saying you say you believe, and I say I don't believe you. What on earth could make me so presumptuous as to say something like that? Well, it's not, I don't think is me being presumptuous. I think it's me, seeking to illustrate a point. And that is something I heard Brooke Castillo talking about recently, and she was chatting with a friend of hers, as I recall the story, I may have it wrong. But her friend said, I really believe this is going to happen. This goal I'm working on or this project we're building or whatever it was and Brook said, "Well, I don't believe you." Which, you know, you think about that. Your friend might find that offensive. But

Brooks point was I just don't see the results that show me that you believe. And this really got me thinking that, isn't this true? If we believe something the way to test and see if we believe it is to see are we acting on that thing that we believe. If I believe that smoking is going to kill me, I would quit smoking. Right? If I believe that drinking alcohol is bad for my brain, I would just not drink alcohol. Because I believe it. If I say I believe that drinking alcohol is bad for me. But then I drink it anyway, I really didn't believe that thought to start with. Isn't that true? Think about it. It's not that hard to figure out what people believe and what they don't. And this idea of belief is really important to us as entrepreneurs, because beliefs produce evidence and results. Wishes do not. Pretending does not. Fantasy does not. That's kind of harsh. But it's also kind of true, isn't it? Beliefs, produce actions and results. So what do results look like? People might think that what I mean by that is that you you're a winner, you've got a streak of wins behind you. And that's cool. I mean, that's what we're shooting for. Most of the time, we don't start out chasing after a goal so we can fail. But sometimes that's what happens. And sometimes if you're working on a particularly difficult goal for you to achieve, you might fail time after time after time. So your results if I say to you, I will only believe that you believe if I see results in your life, it doesn't mean that you have win after win after win. It could be loss after loss after loss. But those are results, you're actually doing something that produces results. Even if that result is not exactly what you're looking for. Even if it is the opposite. I mean, you've at least learned something. You don't fail until you at least fail to learn. So if you believe that will produce results in your life. Results are the evidence that you have taken action that was fueled by your belief. Excuses are the evidence of unbelief, of doubt, of fear, of pretension. What by which I mean pretending, acting as if- faking it till you make it. Don't do that. Here's a clue. Everybody knows you're faking it anyway. So how about just be direct and honest. The point of this episode, it's going to be a short one too, the point of this episode is, if you're not getting where you want in life, you're not getting the results you've been looking for, you need to believe and undoubtedly, for many that's going to lead to the question well how do I do that? How, Ray, do I believe? Because right now I have a problem with unbelief.

### **Ray Edwards 05:06**

Well, there was a guy in the Bible, who said, don't worry, it's not going to turn into a Sunday school lesson. But there's a very illustrative story in the Bible, where a man comes to Jesus, who is renowned at this point in his career, for healing people of illnesses and of demon possession. Just kind of wild to think about. This man came to Jesus and asked him to help his son, to heal his son. And Jesus said, this is impossible for humans to do. But with God, all things are possible. All things are possible for him who believes. And the man said, I believe, help me with my unbelief. So I think what he was saying was, I do believe, but I've also got a lot of doubt. And what is doubt when it's in this area of belief, and something that we're aiming for that's important to us? It's fear that we won't get it. Newsflash, sometimes you won't. That's okay, get up, dust off your britches, and try again. This man was really a model of humility, and a model of a person who's going to succeed because his admission was I do believe, but I need help with the part of me that doesn't believe Help my unbelief. And the key to escaping that prison of unbelief is contained in that story. Because what did he have to do to be able to ask that question of Jesus? To say, help my unbelief. He had to decide that he had doubt. And he had to decide he wanted to change it. And he had to take an action. He had to take very scary action, to speak up to this respected teacher, that at this time was he was still very popular Jesus, he became unpopular shortly thereafter. But at this point in time, he was very popular. And this man had to face up to this very popular wise teacher and say, I have doubts, could you

help me with my doubts? Making that decision, got him the outcome he was looking for. The sick person was healed. The same principle works for you and me. It doesn't have to be about a religious story. It can be about your life, that you need something, want something, desire an outcome, you are working toward it, you believe it could work, but maybe you believe not for you? Or maybe you believe not, at this time in your life, maybe you're not old enough? Or maybe you're too old? Or maybe you don't believe enough, maybe you're not talented enough, maybe you're not good looking enough? Doesn't it always come down to something we feel we lack? And other people have? What if that's just a lie? That's designed to keep us from trying? What if you just decide to go ahead and do it anyway? What if you decided to believe, and you took a step in faith and just did something took some action, because I'll tell you, action, desire and declaring what you're going to do. That's a formula for getting out of unbelief and getting into action. And you'll get some results. If it's not a win, that's not always fun. But it is a result, and to me, it's evidence that you believe. There are two kinds of students that I coach in our business. One kind is to kind of always talking about what they're going to do. I'm going to do YouTube shorts, I'm going to do Instagram reels, I'm going to do a product launch, and I'm going to make a podcast. And that student often ends up doing none of those things. Then there's the student who will say with, without much fanfare, I'm going to make YouTube videos. And that person begins making YouTube videos and just records video after video after video, and uploads them over and over and over again. And for a long time, sometimes they don't get results. Well, they always get results. But they don't get the big W- they're looking for the big win. Until the day they do. So this person may post a YouTube video twice a week, and they get 10 or 15 views and then one week, they get 1500 views. And then a few weeks later, they get 15,000 views. And they think about it. They had to put all those L's on the board- all those losses on the board, videos that nobody watched till they posted 100 or 200 videos and suddenly, their videos began to take off and be recommended, shared. Now all their videos begin growing. And then everyone looks at them and says, Well, you got it easy. Just comes natural for you. That person believed and they believed until it was done. They kept on believing. It's like that song by Journey, Don't Stop Believing, streetlight people. Keep moving forward. How do you know if it's time to quit? I encourage you to not quit.

### **Ray Edwards** 10:05

Not until it's abundantly clear. I mean, if you've been running east, looking for a sunset, at some point, you will amass enough evidence to realize there's a flaw in what I was seeking, I'm going to have to turn around and go the other way. But other than that, it's usually not time to quit, it's time to keep going. You may make a decision to do something that's impossible for you now. The operative word there is now. What makes it possible in the future is every day you work toward it, between now and then. Earl Nightingale said the definition of success is the pursuit of a worthy goal. The progressive realization of a worthy goal. That is the definition of success. Progress keeps human beings alive, a purpose, a point to move toward. You don't have to know how you're going to do the thing you want to do. But you do need to know why. You need to have a purpose that's bigger than us, bigger than money, that's bigger than recognition or fame. A purpose- that you're making impact on people's lives for the better. If you're a missionary, you're working for the Kingdom of God to bring people into salvation, into relationship with their Creator. If you're building a philanthropic organization, you're working to help kids around the world have clean drinking water, to eliminate disease. You don't have to know how to do the thing you're trying to do. But it is important that you know why you're doing it. If you know that, that'll keep you going through the hard times. And that by the way, will cause you to believe and

produce evidence of your belief and the evidence will be results. So now, think about that thing you've been working toward or saying; the thing you've been saying you're working toward, and ask yourself, "Do I really believe that it's possible? to really believe that's going to happen?" And if you say yes, I believe then just quietly in your own life, look for results and see if you do believe. If you have that shocking experience where you realize I haven't done anything toward this outcome. I don't really believe this. Then you have a decision to make, to believe or not to believe. That is the question. I encourage you believe and go for it. Until next time, I pray that God will supply you with more than you can ask or even possibly imagine and that all that he supplies you is good. That you enjoy long life and prosperity. And I pray Peace to you, and peace to your house. See you next time.

**Announcer** 13:01

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