



Ray Edwards Show, Episode 563 Better Than Happy- Interview With Jody Moore

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Announcer 00:10

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

Ray Edwards 00:19

Welcome, Everybody. It's so good to have you back on another show. And I'm very excited to have a guest today and you know, I have guests, every now and then and I'm always super excited to talk to them because these are people- if I asked somebody to be on my show is because I really respect them. And the person we're gonna be talking with today is one of those people. And I want to start by laying a little foundation for all of you. Because if you don't like my Spiritual Foundations segments, today's episode might be a challenge for you, because there's going to be a lot of spiritual talk. But I encourage you to stay with us because this is going to work for you and help you I believe, whether you're a spiritual person or consider yourself a spiritual person or not. And I want to start with this. If you've listened to me very long, you know that I believe your thoughts, things you think about determine everything in your life, your relationships, how your business goes, what your spiritual life is like, even your relationship with God begins in your thoughts, you really think about that the relationship you have with God begins on your thoughts. And you might have a challenge with that. But I challenge you to think about why does that bother you if I say that? Because you got to hear the word receive the word, right? You've got to think about God, to even begin to pray to God, so your thoughts are a huge part of your relationship with God. And in fact, thinking about the right things. And having that turn into something that happens in our life is not just some new age, mystical kind of name it and claim it sort of idea. I don't say that to make fun of anybody. I just say it because it's something it's a term that people use. It's not a new idea. In fact, in the Bible, it says in Joshua says, Keep this book of the law, the scriptures, always on your lips, meditate on it day and night, so that you may be careful to do

everything written in it, then you'll be prosperous and successful. That's from the Bible, y'all. Joshua, chapter one, verse eight. And then if you get worried about things like meditation, sometimes I run into Christians are like, I don't know about that meditation seems kind of spooky. Well, it's taught in the Bible in the book of Philippians. It says, The apostle Paul writes, "Finally brothers and sisters, whatever is true, whatever is noble, whatever is right, whatever is pure, whatever is lovely, whatever is admirable. If anything is excellent or praiseworthy, think about such things." So obviously, the apostle Paul was writing about social media, things that are true, noble, right, pure. It's so important we focus consciously, we choose the things we think about. Jesus said, "A good man out of the good treasure of his heart brings forth good and an evil man, out of the evil treasure of his heart brings forth evil. For out of the abundance of the heart, his mouth speaks." So if you know somebody who's always saying negative, nasty things, guess what's probably in their heart. I know a man like that. And I give him a lot of credit. He's working on not having negative things come out of his mouth. I see him every morning in the mirror, and I am cutting him a lot of slack, I give him a lot of grace because God gives him a lot of grace too. Well, the person that I have is my guest today on the podcast, you might have already guessed, because she's here on the screen, if you're watching the video version, it's Jody Moore. And I'm just gonna tell you a little bit about Jody before we get started. Jody is a master-certified life coach who has taught and coached 10s of 1000s of women through her in-person and online workshops and podcast. She brings her characteristic clarity, wisdom, humor, and disarming honesty, to a brand new book she's written, it's called, I love this title, and you got to tell me how you came up with this title, Better Than Happy. What a fantastic title for a book.

Jody Moore 03:44

Thank you. Thank you so much.

Ray Edwards 03:45

Welcome. Welcome to my, my show, and I'm so thrilled to be talking with you and having this conversation. Thank you.

Jody Moore 03:51

I'm so thrilled to be here. Thanks, Ray. Better Than Happy is also the name of the podcast I've been doing for a while, so partly, it's how people know me, but originally, the title came from the coaching I do, where we're all trying to be happier. And that's a that's a healthy, natural thing to strive for. But I realized at some point that there is a life available that's better than happy because the truth is, nowadays, honestly, we could all just intravenously, plug into drugs and be happy all day. And we all actually know that there is a life that's better than that, that that happiness, again, it's a natural goal to seek, but there is a richer experience available when we're willing to allow all emotions, and we're willing to sometimes sacrifice, you know, short term pleasure, you might say in the name of long term goals. And so that's that's where I came up with the name.

Ray Edwards 04:48

Well, I mean, obviously, I don't disagree with you, or you wouldn't be on the show. But I, it's, it's a challenge for a lot of people, right? Because a lot of people have this feeling or even these thoughts that I'm trying to be happy all the time. because that's the goal of positive thinking as the goal of self-improvement, of building a business, or for people who are spiritually oriented in going to church, I want to be happy. In fact, there's a famous marketer, who I like his content. I wish he didn't curse as much as he does, but he has on every show every podcast, it starts with a little clip of him saying, I just want to be happy, don't you want to be happy? And so I think this idea of something better than happy, may be foreign to a lot of people. How can you say, Aren't we trying to make life happy all the time? Isn't that what we're trying to do, Jody?

Jody Moore 05:30

Yeah, it's a really good question. So when you think about the world we live in, and the fact that people do some pretty terrible things, right, to be happy all the time, we'd have to just be fine with all of those things, right? Like, people harm one another. People take advantage of one another. We all have shortcomings and mistakes, and to change our values and morals such that we're just happy with everything happening actually isn't going to serve us in the end. So I think somebody like probably the marketer, you're referring to, the message that's intended is that all of these outside things that we think we want like we want more money, we want more success, we want our kids to be better behaved, whatever it is that we think we want. In the end, the only reason we want any of those things is because we think it will make us feel better. We think that we'll be happier. And so it's powerful to recognize like, No, all I really want is to feel better. I mean, like, yes, it's having more money, having more well-behaved children, having all those things makes it easier for us to feel better. But in the end, what we really just want is to feel better. And that is more available to us than what we tend to realize. But that doesn't mean that we just want to be happy all the time. So just an interesting thing to think about.

Ray Edwards 06:44

Ya, and I'm not down on this marketer. I like his content I like many of the ideas that he puts forth is, he has an image in the marketplace of being, I'll just say who it is, it's Gary Vaynerchuk. He has an image of being really hard-boiled, hustle, grind, work hard. He's not really like that he, he loves his family. He's very devoted to family, he wants to spread kindness and for us to not be so judgmental of one another. So that those are all good things. And I think one of the things I think it's appropriate for us to talk about right up front is we don't just want to be happy all the time. Because sometimes that's inappropriate. There are things that happen. Like many of us know, people who during the recent pandemic lost loved ones who died terrible deaths, I'm not happy about that. Doesn't make me happy to think that somebody went through that or somebody is going through it right now. Can you talk a little bit about, like the times, it's appropriate to be happy, and the times it's appropriate to just feel what you're feeling?

Jody Moore 07:36

Yeah, in the book, I, I sort of like to describe it as the difference between clean pain and dirty pain. So there's clean pain. And this isn't a term I coined, it comes from the world of psychology. But clean pain is that pain that like you say is appropriate. It feels cleansing, when we allow it, it actually feels like it's moving us through an experience. If I lose a loved one unexpectedly or watch somebody I love suffering, I want to be sad about that. I want to I need to allow that sadness, I need to allow grief in different situations, that pain is necessary and it refines us and makes those processes something that I think makes us more like God, right? Makes us more patient more compassionate, etc. There's dirty pain that we create that isn't necessary, it isn't cleansing, it doesn't move us forward, it actually keeps us stuck and spinning in an experience. So even with the loss of a loved one or a pandemic, like you're talking about, Ray, clean pain is the grief, the mourning, the sadness. Dirty pain is, this isn't fair. And by the way, those people aren't handling it right. And you should get a vaccine or you shouldn't get a vaccine or any of that like drama that we create, that tension that you can feel it doesn't feel cleansing, it doesn't feel like it makes us better, it actually makes us bitter, right? And so there's some of both, usually we none of us are perfect at not, not creating dirty pain for ourselves. But that clean pain is definitely a necessary part of life.

Ray Edwards 09:04

So how do we know if we're in the middle of something that's difficult, it's a hard situation somebody we love is sick, or maybe we ourselves have some kind of problem, physical problem or financial problem, or whatever. We have, we have plenty of opportunities to feel bad if we want to, if that's what we want to do, we can go find reasons. They're not difficult to find, just do a little doom scrolling on Instagram, you'll find something that'll make you upset. How do we know when it's appropriate if we've identified Okay, I want to clean this up. But if we're in a circumstance, that's really tough, I think people probably come to you for coaching so you can help them deal with some of the tough things in their lives, like money problems or relationship problem. Do you get any resistance to telling them your thoughts are the genesis of a lot of the problem you're experiencing?

Jody Moore 09:48

A little bit. I mean, mostly, it's a huge relief when you first realize like, oh, the only reason you're in this pain is because of what you're thinking, it's good news because then I don't have to control, I don't have to necessarily get my money situation in order before I can feel peaceful and relief. And in fact, feeling peaceful and abundant and relieved is the best way to get my money situation in order, as you know. So people find it to be a relief a little bit in the beginning. I always think of it as like, when people first come to me, there's what I call low-hanging fruit, like just some thoughts immediately that you didn't realize were just thoughts you thought they were observations about yourself or the world. And when I point out to you, that's not necessarily true. That's just a story you've been believing, and then you've been creating it in your life, there's a few things that are like, Oh, what a relief. And you, you'll feel the immediate relief of it, then once we pick the low-hanging fruit, then we got to do a little more work and climb up the tree. And there will be some stories and thoughts that will be harder to let go of meaning your brain is, its job is to look out for evidence that your thoughts

are true. Your brain just wants to be right. That's its job. It wants to be right more than it wants you to feel good, more than it wants you to achieve your goals. And so it's gathered a lot of evidence. And so when I say to you, that's just a thought your brain will go no, look, let me show you what's in my file cabinet of evidence, let's open up the drawer, and I'll prove it to you. And so it can take some time, it can take some like just being willing to be wrong and wanting to be wrong as the first step to really unwind some of those patterns. And so it's okay, it's normal to go through that process.

Ray Edwards 11:32

I mean, not me, of course, I've never done any one of what I'm about to share, but other people that I know have, I've seen them do this, I've watched it in these people who will get so defensive when you what they feel is happening, they feel as you're attacking them and saying, You're wrong, and what's happened to you is your fault. And that's not really necessarily what you're saying, although sometimes we may have contributed to the problem we're experiencing. That's not what you're saying by what you just shared.

Jody Moore 11:57

No, right. I always try to remind clients if I sense that they're feeling attacked like that, I'll try to remind them listen, you have a perfectly good reason for what you're thinking. And you're not wrong. And there's no right thoughts or wrong thoughts in the end. So yeah, you can't use it to attack yourself. And this is sort of like, let's go a little deeper here. If I'm saying like No, the other like your, I coach a lot on mother-in-laws. Okay. So if I say no, your mother-in-law isn't doing anything wrong, then the assumption is, well, then I must be doing something wrong. And what I'm saying is that no, nobody's doing anything wrong here. We just have two human beings, two people who are sometimes lovely and kind and sometimes selfish and afraid. And that's all. In the end, nothing's actually gone wrong. And so then we don't have to blame anyone, we get stuck in what I call the shame/blame trap, like, Is this my fault? Or is this her fault? Or is it God's fault? Sometimes that's where we put the blame, right? Like This shouldn't have happened, this isn't fair. And what I say is like, what if nothing's gone wrong here? What if this just is the experience? We're all dealt a hand of cards and half the cards we've got, we like, and half of them we would trade if we could. And what are you gonna make of those cards in the end? And the way you think about the hand you've been dealt is what will determine your, your overall happiness and success?

Ray Edwards 13:20

Yeah, that's so good. And you know, what I find is having worked with a lot of people myself, I mean, I'm primarily known as a copywriter and a marketing coach. And as you can imagine, most of the challenges people have in either one of those endeavors, marketing or writing, copy-persuading, people just make a change in their life, it comes down to their mindset. You've got to understand the psychology of the people you're working with. And so often people are, are so caught up in their story about what things mean, they don't know how to change the story. One of my favorite, things to tell people is, you know, that story that you're telling me, the story of your life is not really your life, it's just your story. And sometimes at the

right moment, those words will shake people loose and I'll hear the, Huh, I never thought of it that way. But something that I've run into quite frequently, I'm interested to get your thoughts on this of how you deal with this, is many times people who encounter this kind of work, the kind of work that you do, they'll start by working with a coach and picking that low hanging fruit as you call it, I love that expression, and they get some great results, they feel a lot happier. And then they have the idea that, Oh, if I just changed my thoughts, everything will start going right in my life, and I won't have any more problems. Do you ever run into that?

Jody Moore 14:33

Wouldn't that be nice? Well, we still live in a world and this is a concept, you know, I teach it as opposition in all things. We live in a world that will always be 50% things that we like and 50% things we wish were different. And I like to use that concept of half and half because if I like half the things about the way my husband is, and there's half the things that I would change if I could, then I'm right on track. And even with myself half of the things I do, I'm proud of, and I like and half of them, I just why do I do that? Why can't I be different? So that is the way of it. And it's not that anything's wrong with the world or with me or my husband, is that I have a human brain that is, is wired to look for problems and negativity and what could be different or better. And that will always be the case. And so it's not to say that the world outside of you is going to change so much, when you change your mindset as the way you experience it will change. But it's so powerful, this change, that sometimes it's confusing. I'll just give an example. I have a son, he's 15 now, but since he was a baby since he was a toddler, even I, I've always thought he's so negative, he complains about everything, he doesn't want to do anything. I mean, I'm talking, I'm saying, we're going to go to the movies today. And he's just so mad, he doesn't want to go to the movies, you know. And I remember, for so long I struggled with how negative he was and how he should choose happiness, and he should be more positive. And until someone pointed out to me how negative I am about my negative son. I realized, like, wait a second, I thought, like you said, I thought it was just observing and telling you about my son, what I was doing was creating a story that he's negative, and he should be different, and he should enjoy life the way I enjoy it. Well, he's not me, of course, he's very different from me. And so when I did that work to realize like he's not doing anything, it's not wrong for him to not want to go to the movies. It's not wrong for him to struggle, or even to want to be afraid. And I just need to stop judging him the way I want him to stop judging the world. When I did that work, it became confusing to me to realize, did my son become more positive? Or am I just experiencing him in a more positive way? Because I worked so hard on letting go of my judgment of him. So it's not that you won't have challenges and things that will come along. You will, but your experience of them really does change significantly.

Jody Moore 14:40

Yeah, I had a coach early in the first days of my business, and I am, I was getting irritated with this one particular client. And my coach said, you know, whenever I run into somebody who really rubs me the wrong way, and I'm very sensitive to their faults and it really bothers

me, I like to ask myself this question. How am I like that? And that really irritated me? Because I immediately knew the answer. And I did not like it.

Jody Moore 17:32

Right. It's such a great question. Pema Chodron teaches that, too. She calls it "Just like me". So when you stop and go, Well, she has opinions about the right way to do things just like me. She really thinks her opinions are right and has a hard time seeing other people's view, just like me. So it's a powerful exercise. Yeah,

Ray Edwards 17:52

I think I saw some words like that on your website. Something like, "Hi, I'm Jody, I'm a lot like you."

Jody Moore 17:58

I'm a mess, just like you. Half of me anyway.

Ray Edwards 18:03

So if our goal is not to make our life perfect, but it's to change our thinking so that we can experience more of the balance of I like the idea of the balance of 50% makes us feel good. 50% makes us maybe not feel as good as the other 50%. But is there something positive that we're looking for in the 50% of the things that we don't, I'm going to call them what most people call them problems?

Jody Moore 18:26

Mm-hmm.

Ray Edwards 18:27

I've actually recently shifted my own language. I call them puzzles now. But sometimes I have to use the other word, so people can understand what I'm talking about. Otherwise, they're just puzzled. What does Ray mean about puzzles?

Jody Moore 18:38

Because puzzles are fun?

Ray Edwards 18:39

Exactly.

Jody Moore 18:40

Problems are not.

Ray Edwards 18:42

Exactly. And I know there are things we go through that are not necessarily on the surface something fun. Like sometimes people have a medical diagnosis that is painful or difficult or causes them to have a disability that makes life a little more challenging for them. So to tell

them well, it's just a puzzle you received, is sometimes not the right approach to take. But what do you think about redefining things? Like, instead of thinking of them as problems, thinking of them as puzzles or opportunities to grow? What do you think about that?

Jody Moore 19:07

Yeah, I think it's important to remember that we have access to literally millions of thoughts about any given circumstance. So sometimes when we point out well, the way you're thinking about this circumstance is creating your experience. So if you have a bunch of negative thoughts, you're going to have a more negative experience of that. They think that what we're saying is, so you should think positively about it as though those are our options. I don't want to be having this medical challenge right now, or I do it's fine. I'm happy about it. Those are not our only two options. We have literally millions of options available of what we could think about it. And it's okay to think negative thoughts too. We're not again, there's clean pain, there's an appropriate negative thoughts that any of us would want to have. It's just we want to slow down and the good news is like 95% of the time, you can just let your brain do what it will do. and it will work just fine. 5% maybe of the time you want to go, "Hold on. Am I thinking about this in the most useful way?" It doesn't have to be the most positive way? What would serve me the best? What would create the best possible outcome for me? If I'm in physical pain, then I don't want to think positive about it. But is there a way to think about it that would empower me slightly more, or that would, you know, give me peace. Sometimes I've coached people who have a chronic health condition, and they're beating themselves up for not being able to do all the things they used to do. And I'm saying is that the most useful way to think about it? Doesn't mean you should think I'm so glad I have this. But instead of beating yourself up for it, what if you thought, "You know what? I thought what I was going to be doing right now in my life was these things. But actually, what I'm going to be doing is this health condition, I'm going to figure out how to get really good at this". And so it's just recognizing that you can think anything you want. Don't just take the default thoughts necessarily in every area of your life that your brain will offer you.

Ray Edwards 21:07

That is so beautiful. So beautifully said, and I know you address these things in the book, and I just want to point out the importance of working on our thoughts. It's, It's such important work. And I've got a chronic health condition I've been dealing with for a little over 10 years called Parkinson's Disease. It's at times a little inconvenient,

Jody Moore 21:26

Right

Ray Edwards 21:26

to say the least. And I, you know, went through initially a period where if anybody told me, "Well, Ray, you should look at this and think about what the blessing in it is", I would want to punch them.

Jody Moore 21:35

That's right.

Ray Edwards 21:36

I'd want to say to them, let me give you this blessing for a while and see how you feel about it.

Jody Moore 21:40

That's right.

Ray Edwards 21:41

But over time, there have been blessings that have come out of it. And those came from my adjusting my thinking, more like what you're just talking about and saying to myself, Okay, I don't like this. In fact, there are days still to this day, I want people to be clear. There are days it presents me challenges that I hate. And I give myself permission to hate that for a little while, I have a specific amount of time. It's called 90 seconds, 90 seconds of hate this circumstance, and then I gotta get to work on how I'm going to deal with it, how I'm going to think about what does this make possible? How can I learn from this? How can I use this? What can I do to make this less of a bitter pill than it really is? If we can just slow down, and I think it's important to recognize what you said earlier about, we're not going to be happy 100% of the time. But we can think about, is there a more useful way for me to deal with this particular challenge that I'm facing? And for me recently, thinking of my problems more as puzzles has become more amusing for me because it's more useful, not because I think every problem I have, I'm happy to have it. But it's like, well, if I'm going to have it, how can I make it more useful? How can I learn from it? How can I get some satisfaction from solving it? Those are some ways that I think about doing the thought work.

Jody Moore 22:51

I love that so much. And what you're doing is noticing that you do have the ability to choose how you're going to think about it in moments when you want to. So many people don't realize that. They're just walking around letting their brains do what they do. And it's a skill and that when you talk about meditation, the idea behind meditation is just enhancing the skill of directing your mind. And it is a skill. So it can take some practice, and it will feel challenging for people at first, and that's okay, but you do we do all have the ability if we just sharpen the skill of doing that.

Ray Edwards 23:25

We're skirting close to something I really want to dig into. And by the way, I just want to let people know your book is something they should get. And they should read. It's, there's so many books out there, I'm gonna say this carefully, from people who are marketing things. And the books are not necessarily the greatest books in the world. They've been done quickly. They've been kind of thrown together. And I'm kind of supercritical about that because I'm a writer. But your book is so well written. And it's so well thought out. And it's so

elegantly expressed, I really think people will benefit from reading it. So it's available on Amazon, it's called Better Than Happy. I don't remember the full title and it's on my Kindle so I can't.

Jody Moore 24:00

It's Connecting With Divinity Through Conscious Thinking.

Ray Edwards 24:03

okay, that's why I wanted to talk about the subtitle because it's so important. You're very upfront about your spiritual beliefs in your practice of life coaching, and in your book. And I wonder, was there ever a time that you felt like as a Christian, as a member of the Church of Jesus Christ of Latter-Day Saints, that you felt like, I'm wondering what my church is going to think about this? Or I wonder what the business world is going to think about it?

Jody Moore 24:25

Yes, definitely. When I first learned the tools of coaching that helped me so much, of course, is what made me decide to go on and learn them well enough to teach others. My religion is just a really important part of how I live my life. My faith is an important part of who I am. And to me the two went so, they overlapped so much. They're so similar that I couldn't pull them apart, but I hadn't, I hadn't seen a lot of other- I really didn't know, I could think of one other life coach I knew who used a little bit different approach, who was a member of Church. So yeah, I definitely had some fear around, will that be well received? You know, most of the life coaches I know do like to use a lot of colorful language and things. And then also, I didn't know how it would be received within my church either. And there was this part of me, I got to say this, because you really, without knowing it helped me through this, there was this part of me that I'm not well, my religion is really important to me, I'm not the kind of person that walks around handing out pamphlets or talking to everybody about it, necessarily, I don't lead my identity, I don't lead with it necessarily. So it felt odd to me to think, am I gonna market myself as like a, like a Christian life coach, or what's that going to be like? And I was, I just found you at the time, because I was new to the world of entrepreneurs. And I started listening to your podcast to learn more about all the things you teach. And you did such an amazing job of bringing your faith in because it was so important to you, and hearing the way you integrated it so authentically. And so naturally, and you were talking about business, and I realized, that's how you do it. It's just part of who you are. And so you just bring it in, in a way that feels authentic, and you're not trying to convince people they should believe what you believe in it, you really, Ray, set such a beautiful example for me of, of how do you integrate your faith into your business. So

Ray Edwards 26:23

Wow, that's so humbling. And still, you know, I think for those of us who operate that way, and I'll be clear, I don't feel like I'm in the business of telling people what to believe. I do like to encourage them, believe something. I think you'll find even if it's not true, you may find it useful. that disturbs people when I say that, but it's, for me, that's been an important

distinction because there's so many things within my own belief system. I've been a Christian all my life. But I've been many kinds of Christian, as most people in that religion know there are many flavors from which to choose.

Jody Moore 26:56

That's right.

Ray Edwards 26:56

Most of them disapprove of one another. So I'm trying to look beyond that and look for the things we have in common. Still, to this day, though, there are people who will say, Well, you're not, you're not believing the right kind of things. And I'm saying to people, being able to choose what we think effects the relationship we have with the Scripture with God with how he perceived Christ, and what he means and what He can bring to the table. I want to say this the right way. It's not that He exists to bring things to the table for us. But He does, and I think God's relationship with us also includes this idea of us being co-laborers, we work together. And if I start thinking about what if I did work with God, together, what would we be working on? What would that look like? Does that kind of thinking work for you in your business? Do you think about that, as you approach a new client call or something of that nature?

Jody Moore 27:45

Definitely. Yeah, I think of it as there's nothing more fulfilling or rewarding for me than to feel like I get to partner a little bit with God. It feels a little like pretentious to even think that that's what's happening, but I don't know how else to describe it, other than I try to stay close to Him to like, He, He's all-knowing I believe and knows better than me, what good I might be able to offer in the world. And when I align with that, and I partner with Him, there's nothing more rewarding. You know, I believe, you mentioned earlier about how our thoughts have a lot to do with our relationship with God. Well, I believe my relationship with God is 100% in my, it's my thoughts and my feelings. I've never got a text message from him, or an email from him telling me what to do. It only ever happens internally.

Ray Edwards 28:41

But wouldn't that be awesome? And now you've introduced that idea.

Jody Moore 28:45

Right?

Ray Edwards 28:45

Okay, I'm sorry. Go ahead.

Jody Moore 28:46

So I have to keep my head and my heart. In a place where I can even feel his influence. I think he's always there. I think God is like the sun. It like, sometimes I step into the shade, or

I come out of the sun, but the sun is always there. I'm the only one that can create clouds or shade or what have you. So all this work that, that you and I teach about your mindset and choosing what you're going to think, is how I get into the sun. And I'm not perfect at doing it by any means. I have a long ways to go. But I know that through cleaning up my thoughts and again, I want to touch on this when you say there's there's all different Christian religions, and they're all teaching the same or slightly different versions of the same thing and sometimes accusing one another. We're all unique human beings and what might be right and true and good for me is not the same thing that's right and true and good for someone else. We can only know that by being open to examining our thinking and checking it out with our hearts what feels right and true for each of us individually.

Ray Edwards 29:45

Yeah, so well said and I know some people take issue with your truth versus my truth. But in the end, that's what's true for each of us because don't we all decide in the end? Well, this is what I believe. And I just believe it. I have a dear friend who's a scientist legitimately a bona-fide scientist. And we've had a long-standing discussion. I won't call it a debate, I'll just call it discussion about my belief in a supernatural being who created everything. And who talks to me and arranges things for me and washes over me and has a purpose for me and for all of us. And his belief that it's all just a random, big cosmic accident. And after many, many years of this discussion, one day, he finally asked me said, look, we've discussed this to death almost, in the end, what is it that makes you believe? And I said it's really simple. I decided I want to believe. I just decided. I said, now let me ask you the same question. What causes you to believe that you're absolutely right about your scientific, atheistic, kind of fatalistic, nihilistic view of the universe? And we've had lots of time to discuss these things. So he, he wasn't insulted by that he, I think he was complimented by it. And he thought for a long time, and he said, same. I decided this is what I wanted to believe. I said I'm okay with that. I'm pretty sure so is God, He gave us the option to choose. Who am I to say any different?

Jody Moore 31:07

I love that so much. And this can apply not only to these big existential questions but to little everyday things. You know, I'm in the thick of raising kids right now. And people say to me, aren't you worried about, you know, whatever thing is going on with your child? And I just say, no, because I decided to your point, not to worry, you really can just decide it really is a choice. Or the other thing I always end up coaching on is our own self-image. And people say to me all the time, I know I should think positively about myself, I need to love myself more, I need to be more compassionate, I need to stop beating myself up. How do I do that? And I say, you just decide that enough is enough. It's just a decision at one point, like, you know what, that's enough of ridiculing myself every time I notice a mistake. It's really just a decision.

Ray Edwards 32:00

Yeah. And isn't it interesting how we begin to realize, well, I'm very anxious all the time, and it's not necessary. And then we get anxious and upset with ourselves for being anxious and

upset. And in so many of these most, I think, do it in the form of a question. Do you think most of us decide how we think about life? Or does it just happen to us? How do we get these into these patterns of thinking that are unproductive?

Jody Moore 32:24

I think the same way we have habits of behavior, we have habits of thinking and feeling that feel actually normal to us. So we can change our habits, right, through focus. If I if I decide I want to stop putting toothpaste on the fuzzy end of my toothbrush, if someone tells me it goes on the other end, I'm so wired to put it on the other end that probably the first 50 times at least half the time, I'll do it wrong. And I'll have to remember and rinse it off and change it until I rewire that pattern of behaving. That's the same way with our thinking and our feeling, we have to be conscious about it, we have to decide, okay, this is what I'm thinking, I want to think this instead. And then we have to practice redirecting that thought and half the time we'll do it wrong, because of the unconscious wiring we have. So again, you don't want to be mad at yourself for that. But with some focus like that. You can rewire your brain. And here's the most amazing thing I find, Ray, because people say to me all the time, well, I have like 5000 areas I need to do that in. So where do I even begin? And I say "no, you don't you just have one human brain that's coming to every situation in your life." So we just pick one that you want to work on. Maybe it's your marriage, maybe it's your business, maybe it's your money and your scarcity, maybe it's whatever, we just pick one. And we've picked a thought pattern that you're going to consciously rewire. And you're going to change your brain enough that you're going to see impact in other areas of your life that you hadn't even expected.

Ray Edwards 33:57

That is super powerful. Because that, that makes me think about there's a person in my life who's like the angriest person I know. He's always angry about seems like about everything. He's always angry. And I started thinking about the fact that anger is his go-to response to whatever happens. Even good things he gets angry, because it didn't happen at the right time or why couldn't happen six months ago, or why couldn't have happened bigger or smaller. And I realized because I had this other person who coached me a long time ago and said, "How am I like that?" I thought how am I like that? And I realized, you know, I kind of have that same pattern in my life. I get not so much angry. But I get judgmental. For me, it's a different form of anger. It's a more sophisticated form of anger with a better name, judgmentalism.

Jody Moore 34:40

It's a little bit softer, and it doesn't feel good still.

Ray Edwards 34:43

No, and when I realized that I thought, oh so often so many areas of my life. And my wife, who is like my spiritual psychological mirror. She's often holding up the mirror saying Look at yourself. Do you see what you're, what you're doing here? I realize, oh, this is also my go-to response. And that was a lot of work for me and me and God working together. But it really

started with me noticing in my thoughts, I have this habitual pattern, I don't want to be that way all the time, and I get to choose, that was the magic moment for me, I realized, I'm not just this way. I'm not, I'm just an angry person, that's how I am. We can believe that. And then it'll be true. But we can also believe, well, I don't want to be the angry person all the time. I'm going to choose a different pattern and start building that into my life. That's almost like magic.

Jody Moore 35:30

It does feel like magic. Like I said, you'll, you'll be confused about whether the world got better, your life got better, or your brain just changed. And you just can work on it in one or two areas and it will have a ripple effect. So it's, it's definitely work worth doing. You know, we're so quick to be aware of what's happening outside of us. That's obvious, we see what everybody else is doing wrong and what's gone wrong around us. But when you just turn in moments internally, like you just did, with that reflection on I have this go to responsive of judgment and that's not working for me, and you just apply a little bit of focus to it, It's amazing what you can change in your brain through neuroplasticity.

Ray Edwards 36:12

Yeah, it really is amazing. And it's when sometimes when you have challenges that arise, like when I got my diagnosis, and I began to experience some really difficult things, things became difficult for me, that always was easy. It was always easy for me to talk in front of a crowd. Now sometimes it's difficult for me to just simply talk. And that's been a very humbling experience. But with humility comes the openness to learn new perspectives on life. So it's helped me be more self-reflective and realize, you know, I don't have everything figured out. It's not perfect me and flawed world. It's everybody. We're all in living together in a flawed world with challenges. And I think most of us could benefit from a little self-reflection, and working on some of our patterns of behavior and thought that aren't serving us well.

Jody Moore 36:56

Yeah, for our own sake, because it's so much more peaceful when you do that work. Yeah.

Ray Edwards 37:01

So talk to me a little bit about your business. How did you get, I probably should have started with this, but I never do interviews the right way. I do them the interesting way to me, which seems to work okay, so we'll just go with that.

Jody Moore 37:11

I like it.

Ray Edwards 37:13

How did you get started as a life coach? Did you ever did you grow up as a little girl dreaming, "someday, I'm going to be a life coach"?

Jody Moore 37:19

No, not at all. In fact, the first time I heard that term, it sounded really weird. It still sometimes does when I say it out loud. But I honestly as a little girl grew up thinking, I just want to be a mom and have kids. I did work in corporate and actually really liked working more than I ever thought I would and but at one point, I had all the things I thought I wanted, I had married a great guy and I had these healthy kids. And I was so unhappy and just frustrated, overwhelmed, full of self-loathing. Just, I couldn't figure out what was wrong with me because nothing looked wrong with my life, so it must be me, and yet, I was still highly functional. So I wasn't necessarily a good fit for therapy. And so I found coaching just through my own struggle, and it, it changed everything for me so powerfully so, that I just kept following what was lighting me up. I was so so lightened when I found coaching and then followed Brooke Castillo of The Life Coach School. She offered a coach training and I had no intention when I went through coach training, I had no intention of starting a business, I just was still sort of lost. I got laid off from my 15-year corporate job and just told my husband, I don't know what I'm going to do now but I know I want to go to this class and it's really expensive. And I just know I need to do it. And so anyway, I just kept following the next thing that lit me up. And not to say I just stumbled upon a business like I put in a lot of work and failed a lot and learned a lot from people like yourself along the way. But I followed what lit me up, honestly.

Ray Edwards 39:04

Well, and I love that you said you didn't just stumble into it. There's a lot of work involved, there is for everybody. Even people who tell the story about how just overnight I was a success and it's been wonderful since then I think. But you probably believe that but there's more to that story if we really broke it down and analyzed it. And just for the record Brooke Castillo- genius, genius entrepreneur, genius business person, genius coach, genius teacher. I followed her for a long time. In fact, she said something one time I don't remember how long ago this was I heard her say this, she said something about you need to become- you need to be the kind of customer or the kind of client you want to have. And it had an impact on me years ago when I heard her say that. And I started thinking about some of my, quote, problem clients who complained a lot or who wanted refunds all the time, they'd buy something. I had a couple of clients who are what I call serial refunds. They'd buy everything I offered. And they turn around three days later and ask for a refund and I finally figured out Oh They're just downloading everything, and then getting their money back, or something like that. So we just we developed the policy for those folks that said, we're going to invite you to better behavior by allowing you to buy things anymore. But, but why I think of that is that little switch and my thinking- become the kind of client you want to have. I thought about what kind of client do I want to have? And I've started becoming determined, anytime I joined a program as a student, like an online training program, I wanted to be the top student, I want to be the best testimonial. I wanted to give them a video that said, I did your method, I followed your instructions. And I got these results. And it was amazing. Because that's the kind of clients I wanted to have, I better be one of those clients. And Brooke offered this program, I want to tell this the right way she offered this program, it was very expensive. And it was a certification program. And I bought it. And then as I got into it, I started realizing, Oh, this was

not the right thing for me to buy. Because the reason I bought it was I wanted to see the inside of her business and how she structured it. I didn't want to steal any ideas from her because I didn't want to be a life coach. But I wanted to look at her methodology, how she built her business. And I wanted to absorb that and learn that. And she's she said specifically on her podcast, she said something like, If this is the reason you join certification, it's the wrong reason you can do that by just being part of scholars. And I tell you, I have these different sessions where I reveal how we run the business. It's not a secret. So the reason you're joining the life coach certification program is to become a life coach. And if you don't want to do that, you should not join certification. So I thought, Oh, I goofed up. So I called. And I talked to someone and they said, Well, here's the thing. We don't give refunds, because that's just how it is. And I get bitter and angry and upset. Nope. I said, you know, I knew that already, I just called to let you know, I would not be participating. So you wouldn't wonder what happened to me. I totally love Brooke. I love what she teaches. I'm fine with the investment I made, it was well worth what I learned from making it. So I hope you benefit from it. And God bless you guys, and you do great work. And I felt that way 100% It was one of the best moments of my life, it was an expensive lesson. If I had paid attention a little more closely upfront, I wouldn't have had that experience. But it was a great learning experience. And I was really grateful for it. And it illustrates for me how important it is, as we're doing something difficult, like building a business, the way we approach every little thing we do is going to reproduce itself in our business. If we're the kind of client who complains, nitpicky, who's always looking for a reason to get a refund or find something wrong with what we bought, guess what kind of clients we're gonna get? Do you feel you have that experience as well?

Jody Moore 42:28

100% I think people have various comfort levels with the whole the woo-woo-ness of some of this. I do think that it actually is all biological in the way that we operate as human beings, but they say we attract people that are like us, right? So when, when you make a choice to be generous, and understanding and everything as you did, you will attract generous understanding clients. That is just how it works. And not, and it's not foolproof like you're still going to get some of everything, but overall the kind of people that you attract, or the people that are like, you definitely found that to be true.

Ray Edwards 43:04

So talk to me about you how your business works do you still take, you're still coaching people one on one, right?

Jody Moore 43:10

I do all my coaching in group format now. I have also a membership, so I always tell people, it's like the gym for your mental and emotional health, where we do group coaching calls, I teach a new workshop every month. And we have other various ways for people to get content and get help. Again,, my clients tend to be people that love learning about their brains want to understand how to how to rewire some of their thinking, and like a more

conservative, less language-filled approach than where they find some places. We will bring in religion and faith where appropriate and necessary. And yet we have people of all different faiths and even different levels of faith even within the same religion. Yeah.

Ray Edwards 43:58

I'm glad you brought that up. Because it's gonna I was gonna ask you, do you have mainly only LDS people or is it?

Jody Moore 44:03

No, we definitely have a variety. You know, I also will just add, I went through an experience of questioning my religion and my faith and which I think is a healthy experience for people to have.

Ray Edwards 44:14

What?!

Jody Moore 44:15

I know. Don't tell.

Ray Edwards 44:16

I did, too. Don't tell anybody.

Jody Moore 44:18

Okay, we won't tell anyone. And I found that I had a hard time finding where was the appropriate place to be able to talk that out. I didn't want to talk to someone who had an agenda to convince me. I also didn't want to like, be complaining and negative and dissuading anybody who was really active in their faith. So I really wanted my program to be an appropriate place without an agenda. And I am very active in my faith today. But it's also a good place to be able to explore what, like you said, what do you want to decide to believe it's your decision. So.

Ray Edwards 44:54

I love that and I'm so glad you shared that because it is a, it's a precarious place to be in many churches to be questioning your faith, and I didn't want to, I didn't want to do any of the things you described. I also did not want to shake somebody's faith who was already solid. I don't wanna make them ask questions that would cause them to doubt and cause them upset unnecessarily because I was going through some kind of crisis or I don't even like, think of it as a crisis. I think questioning is good, especially if you question openly, honestly, I don't think God's afraid of questions.

Jody Moore 45:22

I agree.

Ray Edwards 45:23

I came out a much stronger believer than I went in. So it was a good experience for me.

Jody Moore 45:26

Yeah, as did I. Yeah, I agree.

Ray Edwards 45:29

So where's the place where people should go to find out how to get your book, your podcast or your coaching?

Jody Moore 45:34

All of that you can find it Jodymoore.com. Like I said, the book's on Amazon but there's the link to that and my podcasts and everything right on my website. I'm in all the usual places if you want to, if you like iTunes or Stitcher or wherever you listen to podcasts, you can find Better Than Happy. But yeah, lots of free help out there, so I hope people will take advantage of it.

Ray Edwards 45:53

Well, I encourage people to follow your work and read your book, and to get involved in what you're doing. You do such great work, you're a force for good in the world, Jody, and I appreciate that about you. Thank you.

Jody Moore 46:01

Thank you, Ray. I appreciate your example that you, in all honesty, all that you've taught me without even knowing it. Thank you.

Announcer 46:12

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