



**Ray Edwards Show, Episode 589
Quiet Quitting**

[00:00:00] Announcer: Ray Edwards Show, Episode 589- Quiet Quitting.

The Ray Edwards Show. This is the podcast for Prosperity with Purpose.

[00:00:18] Ray Edwards: Have you quiet quit on yourself? Quiet quitting is this new phenomenon that everybody seems to be talking about these days where workers, after having been through the pandemic, and been through the whole work-from-home thing where many people found the lines between work and home and family and just life to be very blurred.

They couldn't figure out where the boundaries were anymore, and so there were no boundaries. Some people responded by overwork. Some people responded by just not working at all, but still collecting a paycheck. That's known as quietly quitting. Now there's a form of denial going on there, a form of falsehood, a form of telling lies.

You're telling lies to your employer if you're saying you're doing the work and you're not, that's an issue, but that's not what I'm here to talk about today. I'm talking about today about how we lie to ourselves. Sometimes when I'm talking with clients, I'll bring up a goal that they had set earlier in the year, or that we talked about on a previous call, and they'll look at me blankly and they'll say something like, Oh yeah, I'm just not doing that anymore.

I'm not, not pursuing that anymore. And I heard Brooke Castillo talking about this same phenomena a few weeks ago, and I thought her insight was brilliant. That person has made an unconscious decision to quit on themselves, and by unconscious what we mean is they haven't thought about it. They can't really find a place in their memory where they just decided, you know, I said I was gonna write that book, but I decided not to because reason 1, 2, 3.

And so I decided not to do that back on June 3rd, and I haven't been working on it since. That's okay. If you made a decision to quit and you had good reasons to do so and you decided, and you did it, then good for you. You have not quietly quit. You have very plainly and explicitly quit, and I think that's a good thing,

sometimes. You shouldn't quit on everything. If you're quitting on everything, something is wrong, something is amiss and you need some help figuring out what that is. If you're quiet quitting, or you're just unconsciously quitting, you never really decided to. In other words, did you change your mind or did your mind change you?

That's the question. And the biology behind this is pretty clear. Yes. I'm bringing in science now. We have, within us, I'm oversimplifying a lot of this tremendously, so those of you who are familiar with neurology and biology and neuroscience, forgive me for oversimplifying, but that's what we're doing.

Your primitive part of your brain. This is the instinctive part of your brain. The non-thinking, just it knows what to do part of your brain is made to conserve energy, to stay safe, and to feel good. This was necessary when way back in history, we found ourselves living in the wild and we could be eaten or killed at any moment, and our goal was to conserve energy so we could stay safe, and we could feel good, and feel pleasure, and not pain.

That's not necessarily bad. However, we don't live in the wild anymore. Most of us, most of us, are not at the risk of being eaten by a saber tooth tiger anytime soon. We live in a very safe, very coddled, very soft environment. And so your primitive brain ends up creating market opportunities for Ben and Jerry's, for instance, who has an ice cream flavor

called Netflix and Chill'd because they know that's what people are doing right now.

People are conserving energy, so they're staying on the couch, they're staying safe. They're out of harm's way for the moment. And they're feeling good right now by eating their Ben and Jerry's Netflix and Chill'd ice cream and chilling and watching Netflix. The primitive brain is oriented to right now.

What can I do to make myself feel good right now? The primitive brain is the brain that rules by the thought of immediate gratification. I decided I want something and I want it now. Our human brain, our more advanced brain, our modern brain, the prefrontal cortex of our brain, is where we envision the future, where we extrapolate the consequences of our actions.

We make plans, we set goals, we follow through, we get up and do things that are necessary, although they may not immediately feel great, like we may not feel every day like getting up and working out until it hurts, making effort that's unpleasant for a more pleasant, long term outcome. So your primitive brain is now oriented.

Your human brain is future oriented. And the question is, well, which one is right? Shouldn't we live in the now? Yes, of course, that's the only choice we have is to live in the now. But if we only stay focused on our immediate gratification in the now, like what can I do right this second to make myself feel good,

without expending energy, without going out and taking any risks, we're gonna live a certain kind of life and ultimately that's gonna result in certain life circumstances that we're not necessarily gonna be very happy about cuz we didn't do anything to plan for and provide for our future. So does that mean that the primitive brain is bad?

We need to always be in the executive and the prefrontal cortex, striving and working and planning? That sounds super stressful, Ray. No, we don't wanna always be in the prefrontal cortex. That's not the answer either. The question is, which do we want to give control? It goes back to that question of, did you change your mind or did it change you?

You let the primitive brain rule, it'll change you, Your, your mind will change your life for you, maybe not in the way you wanted it to be changed, or did you change your mind? Did you say to your primitive brain, I know what you want. You're gonna have to wait for that for a little while because you need to do these other things first.

My suggestion to you is you need to activate your prefrontal cortex consciously on a regular basis so that you can create the activities that'll make your primitive brain happier in the long term, even though it doesn't believe you. Here's the reason why this makes total sense. You need both those brains cuz they're actually just parts of your existing brain,

and they work together to provide you with the best possible life you could have. But you need to know how to use the hardware and the software correctly. Don't quiet quit on yourself. Use your prefrontal cortex, your thinking mind, your, your mind of ambition, the mind, the part of you that wants to be successful, and build something and have some money and have some options about how you live your life, what kind of work you do, who you do it with, where you do it, what you get out of it, what things you're able to go and do.

What traveling are you able to do? All of that arises from your prefrontal cortex to make decisions and plans and help you set up tracks for your primitive brain to run on when it's on automatic pilot. Because when you are tired, when you are weary, when you're prefrontal cortex is not functioning at its best, which is gonna be a large part of the day for everybody.

Just the way your biology is set up, you have four to six hours of highly concentrated prefrontal cortex thinking power available to you each day. After that, your willpower, if you will, becomes weakened and you default to your instinctive automatic pilot options, which are all run by your primitive brain.

So the key to making this all work is to use your executive brain, your prefrontal cortex, to set up those tracks to run on so that when you're on automatic pilot, you go in the right direction. This is called Intelligent Hardware and Software Management. You can set this up quite easily. And

a huge part of the mechanism that will make this work for you is understanding how dopamine works.

Now, don't get me started on all the misinformation that's online about dopamine, because all the amateur armchair neuroscientists out there who say dopamine is the chemical of reward. You get rewarded when you eat candy, so you have dopamine. That's not how it works. That is how we used to think it worked, but current neuroscience tells us,

shows us, proves to us that dopamine is actually the hormone of pursuit of pleasure. There's a huge difference. Listen carefully to what I said. Dopamine is the hormone that rewards us, gives us good feelings when we are pursuing a goal. In other words, when we're pursuing success, Earl Nightingale taught us that success is the progressive realization of worthwhile goals.

So our prefrontal cortex, our human brain, our more advanced brain, makes a decision about what a worthwhile goal is, and we set that goal in front of us and we run toward it. And the pursuit, the progress toward that goal creates the flow of dopamine in our bodies and our brains. Now, what makes me such an expert on dopamine?

While I'm not an expert, but I am a very, let's just say well studied amateur because the fact that I have Parkinson's disease, which is classically defined as having a shortage of dopamine in one's body, which is what causes all the symptoms of Parkinson's, Michael J Fox has Parkinson's Disease. If you wanna see what it looks like, that's what it looks like and it's caused because dopamine not only runs the pleasure and reward center of your brain, it also runs all of your movements.

Your ability to move your muscles and your body in the way you want to and to move them smoothly. It's more than just a feel good chemical, which is what everybody seems to think it is. It is that, and it's so much more, and it's about the pursuit of a worthwhile goal. That's what releases more dopamine into your bloodstream in a healthy way.

If you do it in the self gratifying, primitive way where you just sit and watch Netflix and eat Ben and Jerry's ice cream all day long, you have to have more and more of that kind of input to get the same feel good chemicals

out of your brain. Which leads to something called addiction. That's not what you want.

What you want is a healthy flow of dopamine and have your nervous system operating the way it was designed to work so that it optimally serves you now and in the future. And that means you have to strike a good balance between the primitive mind and the modern mind, the primitive brain in the modern.

And you do it by setting things up in such a way that you get rewarded for pursuing worthwhile goals. And you also need to build into your day, I believe, I suggest that you build into your day times when you can appreciate the now, when you can just sit and Netflix and chill, when you can sit and just pet your dog and, and love, love on your dog.

Or take a walk with your husband or wife or friends, or just take a walk in nature and enjoy looking at the trees. Be in the now, yes. You're always in the now. Appreciate the now in certain times during your day, at other times during your day, work toward a worthwhile goal. And that way you get the healthy flow of dopamine, keeping you on the path.

And ultimately, you are over the long term conserving energy, so you have some to enjoy your life with tomorrow. And you're also keeping yourself safe by making plans and setting in place structures that'll help you later in life, and you're being rewarded for knowing you're on a path was a heart, which is this path of not quitting on yourself, not unconsciously quitting.

Being conscious about what you decide to do with your life and how you do it. These are the keys, I believe, to having a life that is balanced in both appreciating where you are now and being content with what you have, and also running the best race you can to see how far you can go on the path that you've been given in life.

The thing you were put here to do. If you can do all of that, then you have a wonderful, magnificent life, regardless of how much money you have or how big a house you have. It's not about that. It's about, as this has been said many times before, it's about who you become and who you're becoming depends on are you serving just the selfish shortsighted now, or are you serving both the now and the long term?

Looking at what you have in front of you and looking at what you have ahead of you. I hope you're doing both. If you have questions, let me know. I'd love to answer them for you. This is one of the things we're working on with our private clients and our new private client group. We have three spots open in that group right now.

It's almost completely full. This will be your last chance to work with me at this kind of up close and personal intimate level. I won't be doing this after next year. That's my plan. I'll go more into that at another time. But if you're interested in learning about the Private 'Clients Coaching and Mastermind group, go to rayedwards.com/apply,

and that'll answer all your questions. And if you want in, make your application now and I'll talk to you in the next day or two, and we'll see if you qualify, if it's a good fit for you and a good fit for us. Until then, give some thought to this whole thing about quiet quitting in your two brains. Which of your brain has been running your life, and what are you gonna do about changing it?

I would love to see your comments and questions. You can do those underneath wherever you're watching this video or listening to this audio. Until next time, my prayer for you is that you're blessed, you're aware, you're awake, you're alive. And that you live long and prosper in the process. See ya!

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