



Podcast Episode 160
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“How to Stay Positive Consistently (Even When You Don’t Feel Like It)”

David Loy: Hi and welcome to *In the Loop* with Andy Andrews, I’m your host David Loy. Andy thanks for joining us again.

Andy Andrews: I am glad to be here buddy.

David: Fantastic. Well let’s just jump right in. We’ve got a great question today, actually let me do something else real quick. I know we’ve said this a lot recently but make sure that you’re on our email list. Go to andyandrews.com/newsletter, enter your email address and you’ll start to get plugged into blog post, video blogs, promotional offers. We actually have our biggest sale of the year coming up on Cyber Monday.

Andy: But it’s not gonna be just tons of promotional

David: Oh no, not at all.

Andy: Alright, I mean

David: Not at all. The biggest thing that people just need to watch out for is the Cyber Monday offer, and that comes up.

Andy: I want people on the email because we do have a ton of free things that we do, which is like the *In the Loop* podcast, the blogs that I write.

David: Exactly. And the video blogs that we create, of you taking, the short, three to five-minute video clips.

Andy: And there is no other way to get them.

David: Exactly. And those are easily shareable and just a great way to stay plugged into what's going on. We do have a couple of new books that are realizing, we'll announce those first through our email list. Just make sure that you're signed up so that you can stay plugged in to everything that's going on. There's a new version of an old book Andy, that's about to come out so we'll be talking about that.

Andy: I saw that. I didn't know they're doing that. They added a whole other thing.

David: They did. It's brand new, it's exciting, it looks beautiful. And then not too long after that, there's another exciting announcement coming. So again all that will be announced first through the email list. Just make sure that you're signed up there. andyandrews.com/newsletter and you'll be plugged in to everything that's happening.

Alright Andy let me get to this question. This is a great question, came via email, from a listener named Dave, it was not me, by the way. But this came from a listener name Dave. Let me read this to you. Andy you always do so good at appearing always positive. And I appreciate so much your humor and your positive comments. You've probably covered this before but how do you stay positive when things and people keep bringing you down? It's one thing to always look at the bright side but sometimes it just seems like it gets nowhere and people

always seem to look to me for everything. Andy how do you stay positive day in and day out?

Andy: Um, I like this kind of questions because I really believe and we've talked about this a lot but I really believe that our thinking is, that's the foundation of everything that we become until we accomplish, it's who we are, it's the family we raise, it's the society in which we live. And so I want to, let me apply some odd thinking. Now I caught a couple of things when you read that to me, so I'm going to ask you to read a couple of things to me again to make sure I got this right. I'm going to apply some odd thinking to this, alright. So Dave, read, so Dave who wrote this and David who's about to read it, good grief, read the first line to me again, let me see if I caught that correctly.

David: Sure. It says, Andy you always do so good at appearing always positive.

Andy: Well Dave, you're exactly right. I do good at appearing to be always positive. Because I mean, come on, frankly, I'm not always positive. You know, it is something that I want to be but I also want to have, you know, I don't want to be an idiot, right. I want to be positive because I have figured out the version of the truth that I want to live my life with. And when I say the version of the truth, you really can look and people do look at this, people are able to look at the same thing and get to totally different conclusions out of them. And both of them in a way, they are true, alright. But I prefer, if you've gone through the parenting course, you know that a huge thing for me is a long view of time, to have a long view of time. Because a long view of time will generally yield a more positive way of looking at things, that is more hopeful, more peaceful for you and your family, and is absolutely true. And so, it's the long view of time that does that. You know, one of the things that he said and I'm going to explain that in a second, but one of

the things that he said, was that he had like appreciated my humor or something like that.

David: Yes, he appreciates so much your humor and your positive comments.

Andy: Yeah. This is an on purpose thing to me, to just kind of, I guess to, I don't know, to be silly about situations or lighthearted, I guess would be a better way of putting it, lighthearted about a situation and a long view of time will do that. Now, I think he said, like, that people are always looking to him.

David: Yes. He said, it's one thing to always look at the bright side but at some times, just seems like it gets him nowhere and that people always seem to look to him for everything.

Andy: I think that if I knew Dave, I would be able to figure out very quickly why it is that people look to him for everything. And even without knowing him, I would imagine and be pretty sure that the reason people look to him for everything, is he has been successful in the past and providing true, at providing perspective about a situation that was true. I mean, you can provide perspective about a situation that is not necessarily true, but it just kind of may sound good, or it just may, oh, it's just another way of looking at it. Ok, that may or may not be true, but Jones always told me that if the perspective is well thought out and it is true, it is life changing. And so, if people are always looking to Dave for everything, that's what he says, then the reason is because, he is probably thought through the things that he has told them. Now Dave, here's what, you say, how do you stay positive day in and day out, obviously that's a moving target, you know. I deal with stuff just like you deal with stuff. And so sometimes I deal with it well and sometimes I deal with it, I don't deal with it that well. And I have to kind of grab myself by the shoulders and give myself a shake, and say, alright, how we're

going to think about this? Because how you think, determines the choices you make and the decisions you make. And that of course becomes your actions and that yields your results. And so somehow whatever it is that I have done, in my adult life, has yielded this culture that you Dave are attracted to, because you are looking for answers that you feel fairly confident that I can give you correct ones. So it's the same thing that people are doing with you, right. And it's the same thing that I do with several of my friends.

David: With other people, right?

Andy: So I'm not the end the guy here, by any stretch of the imagination. So we're learning, we're teaching each other how to think, why that's important and when we understand that, we do it more. Let me give you a great example. When you have, I said, when you have a long view if time, it creates more truth in what you are seeing. I have a client recently, that when I went to the meeting, they were in hostile mourning. Because they were really mad about some other company had jumped in and had enforced something against them, where they could not play on that, play on that playground, right. They couldn't be a part of something, and it caused their goals and dreams to be probably set back for a while, right. They're going to have to go through some more process to get to where they thought they could get to fairly quickly. And so some of the stuff that they have done, now appears to them to have been a waste of time and on and on.

And so I go into this meeting where they're in hostile mourning. Now, part of what I do, is to create the truth, to create, not to create the truth but to create an intimate relationship with the truth for them. And the truth will resonate. If you go an tell people, hey, look on the bright side, hey, put a smile on your face, tomorrow is a new day. You know, all that stuff sound like, yeah, ok, whatever. And so to me, it's why I like, just like, please do not call me a motivational speaker.

I would much rather you attach curse words to my name than to call me that. Because curse words are so much easier to overcome in everybody's mind than a motivational speaker label. Because I, you know, I am not responsible for motivating you. I can but I know that ultimately, it's a waste of my time and it's a waste of your time.

David: Definitely.

Andy: Because it is going to last until Monday and that's if I do it late on a Friday, alright. It's just, it's not long term. But if I can create in you an absolute connection to what you know is true, wow, that is absolutely true. Well the truth doesn't change. And so, all you have to do, at crazy moments, is to go back to the truth. Now, wait a minute, let me think this through again. What do I know is true? So here is what I did with them. And actually hang on just a second. I actually, I think I have some notes because I was sitting there, listening to their conversations. Yeah, I do have these. I was sitting and listening to their conversations, and I was actually taking notes because I knew where I needed to go, when I had the opportunity to speak for a little bit. I knew what I needed to do. And again I'm thinking through this, they had problems with competition, they had issues about something, you know, a goal that they had set, and not getting there. And you know, as I say this, it makes me think, this is like every company I ever worked in my life, every team. It's like every family.

David: I was going to say, you've seen this before.

Andy: Good grief, I mean, how many times, this just happen to me just the other day with this company, so I'm thinking about them, but this is everybody. I mean, come on, how many times in your life have you had a goal that you had and you didn't hit it and then how many times in your life you had somebody come in and

said, well you can't do that here, you can't be here. And so this is a constant thing. But here's what I said, look, there's huge benefits here, huge benefits because ultimately it's like, if you say, well, my goal is to summit Mount Everest. Well I will immediately just because I trained myself to think this way, I will immediately think, I might have say this to you but I would try to figure out a tactful way to say this, but that's a pretty stupid goal. You know, to summit mount Everest, that's a pretty stupid goal Not because Everest is not worthwhile or the process is not the right, it's a stupid goal because if you consider that almost two out of every ten people who summit mount Everest die, then it is not really your goal in the first place, because what your goal is, is to summit mount Everest and return home safely. That's your goal. You know, Malory evidently summited mount Everest and you can still visit him because he's still up there and the people, they go by him and stick cigarettes in his mouth and this kind of crazy stuff. But he's dead up there. And the, boy he did exactly what you're saying you want to do. Is that what you want to do? No, there's more to it than that. Ok, so if there is more to it than that, you want to get well passed. You're upset because now you haven't hit this. Well I believe that I could show you in two or three minutes, it's not this you want anyway. You want to be well pass this. Your goal is not to make a thousand dollars, your goal is to look way back on passing that thousand dollar mark.

David: You want it way in the rearview mirror.

Andy: Yeah. You want to be so far passed it. So anyway, think about this. I have do this pretty quickly. With all this issues, with all this problems, all these failures that you're sitting here crimping about, what you're doing is, you're building a story. You're building a story. All this is happening and this is a story. Now you can use this story to sit around and crimp to your friends about it, let me tell you what happen to me, I can't believe that this is happen to me? And they go, oh

we're so sorry. You know, you can build that kind of story or you can build a story you can examine. Because the story will tell you what happened, if you allow it to. It will tell you the truth about what happen. Now, number three, so number one, you're building a story, number two, the story will tell you what happen, number three, what happened will yield a historical record. You can back up and look at it, ok. It'll yield a historical record. Number four, a historical record produces a different view. It produces a longer view of time. So number five, a longer view of time, the ability to look at this on this timeline and see what happen, you did it here, you did it here. A longer view of time will show you, it will reveal how it's done. It will reveal how you really need to do this to make it happen. Now this is curious, this is where most successful companies and families stay, they stay there. Once they get to that point, that's where they stay, where they know how it's done. And so, they do it over and over again. And it yields good results. But you will never have the best by stopping there, because there is a sixth part to this, that nobody thinks about. The sixth part of it is that, number six is this unknown pathway, that like I said, very few companies, teams, people, understand. Number six is why? Number six is why this works as it does. See number five was just how it's done. Ok, but number six is, why it works as it does. Why, will reveal the specific versatilities of a principle. You can know how a principle works and you can use it to do something, over and over again. But if you know why that principle works as it does, you can use it in areas that are seemingly unrelated to each other, to achieve incredible results that not only will work in five different seemingly unrelated places, but will begin to relate to each other to make each one of those that much better. And so, the why will reveal the specific versatilities of the principle. And the why will reveal the specific location that you've got to consistently focus in, if you really hope to achieve the best, with your family, with your company, with your finances. That's all of it.

David: Wow, that's huge. Dave, I hope you're taking notes because that is, that's a master class right there.

Andy: So how do you stay positive? You stay positive with the truth.

David: Yes, absolutely. But also I think it's crucial there, the long view of time. This is not just about staying positive right now, just to appear positive.

Andy: By the way, this is straight out of the parenting stuff.

David: Absolutely.

Andy: People say a lot of times, well I don't have kids or I've already raised my kids. Look, it's all parenting. And it is probably the most critical thing in our society. And I'm going to start sometimes soon, you don't have to talk about it, we don't know any details on yet, but I'm gonna go, I'm going to go to some cities and I'm going to talk about this. We're gonna get some kind of a theater or something and I'm gonna talk. We're gonna go through some of this and we'll base it around parenting, around families. But you just know, if you have employees, you're parenting. If you have, if you're in your neighborhood and you're trying to be a leader in your neighborhood, you're parenting. Alright, it's all parenting.

David: If you're a coach, a teacher.

Andy: Exactly.

David: Absolutely. That's fantastic. Well Dave, thank you so much for the question. Anyone else that has questions, feel free to continue to send those to us, email intheloop@andyandrews.com. Or call and leave us a voicemail, tell us your

first name, where you're calling from and then leave us the question that you have for Andy. That phone number again is 1800 726 Andy. That's 1800 726 2639, and we will get those questions and use them on future episodes of this podcast. But Andy thank you so much for your insight. And for taking the time to do this. We appreciate it.

Andy: Buddy, I appreciate it, I had a great time too.

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Would you like to run something by Andy? Contact us and your question might be featured on the show!

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