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## “When to Eliminate the Negative People from Your Life”

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

**Andy Andrews:** I am glad to be here buddy. And so, I am glad you’re here too.

**David:** Excellent. I’m going to brag on you for a second because again.

**Andy:** Oh wait, let me get my wife on the phone. So she can hear you.

**David:** It’s just odd to me how many different successful, not just any random team, but successful sports teams are using your books and your messages. I don’t know what our legal bounds are here but I can say for sure, without saying names that both of the World's Series teams from this year.

**Andy:** Yeah, wasn’t that cool. That’s the first time I’ve had both sides of the conflict.

**David:** Yes, that was a little odd I’m sure, because you’re balancing. Either way, you came out a winner.

**Andy:** Yeah, yeah.

**David:** And it’s looking as though that odds are pretty good right now, as we’re recording today, that at least one of the teams that’ll be in the College football

playoff, will be, University that is using one or more of your books. It could end up being four schools, that is using

**Andy:** Yeah, it could.

**David:** But that's still a possibility but...

**Andy:** You know, to me, it's exciting to me because I love sports. I think sports are such a great metaphor for life and so, I just love that. So it's exciting .

**David:** If you had to say, I mean, what is it about, a lot of teams out there use it, use many of your different books, but why is it, if you had to say, in a few sentences, that it appears as though many of the very successful and long standing, you know, long term successful programs, and professional teams are using these books.

**Andy:** I think there's two reasons. One reason is, that, the books are principle based, ok. I made a conscious decision not to do, hey this is an idea and this may work for you. I specifically work through principles. And that's what these books are based on, principles. If you do these, this is what will happen. And so I think that's one of them. Because I think that appeals to the thinking of the front office or of an administration. I think that appeals to thinking of a coach. Because I think when coaches have said for years, you know, come on guys, you got to get your mind right, or come on team, we got to have a different mindset. Or you know, it was their way of saying, that they kind of knew that if you think this way, you do this, you think this way, you do this. They really know how to explain it I think, to a great degree. But I think that if you can explain it and you can prove it, you can have by end. And so what I have tried to do in these books is to have, that make such total sense, that people go, well of course, ok, alright, I understand

now. And so I think that's one thing. But I think the other part of it from an athlete's point of view is, for the most part these are stories. They're stories. And I don't care what kind of book you have, and I don't care how incredible the information is, if you can't get people to read it, you might as well not have written it, ok.

And so I remember Jim Tressel telling me one time, I love Jim Tressel by the way. I mean, personally I just think he and his wife are just awesome people. And you know, there's different levels of that, you can think somebody's awesome but you know, you're fine to only see him every now and then, you know. But Jim Tressel, I'm just telling you, this is a human being at a very high level and who's very aware of choices that he has made that were not so good and how to gain forgiveness for those and to make use of those for other people so that other people don't. And then he has managed to elevate his life and continue on. I mean, this is just an awesome guy. And when he was with Ohio State, and he was using *The Traveler's Gift*, he told me and he said something I thought it was kind of funny, funny strange, because he said, you know what? He said, we do a different book every year that we kind of build around that book. And he said, by far, I'm not bragging here, I'm getting to the point, he said, by far, *The Traveler's Gift* is the favorite book of the guys that we have ever had, by far. And I thought, that is awesome but it really doesn't have a lot to do with me. The reason that it's their favorite book and I told Jim, I said, Jim, it's their favorite because it's a story. It's a story. I still say that I would've liked history as a kid if I had had a teacher that was at least smart enough to come in to a bunch of kids and go, ok, we're not going to do school work today, today I'm going to tell you a story. Right?

**David:** You'd have been right there.

**Andy:** Right there.

**David:** Absolutely, would've soaked it up.

**Andy:** So you know, when you got players and athletes that they're very goal-oriented and they want to accomplish something, and if they, if you can prove to them beyond a reasonable doubt, that if you know this, your results will be better. And it won't be painful to get to know this, it won't be painful to learn this, because it's done in a form that you are going to just love. This is like battles, and it's World War II, and this is like, going back in time. And so, they eat it up. And so to this day, you know, I still you know, have things going on with Ohio State. And I still talk with Greg Gillum, and Luke Fickell, and talk with coach Meyer. And they have, I wish I can get a hold of the, I don't know if it's still up there but for a long time, they had right outside of the locker room, there was this monster Seven. I mean, and if you came out of that locker room in pads, right, you gotta go right or left, but that thing you run into is this Seven. And it had seven-buck eyes that were on this, you know, seven foot tall seven. It had seven buck eyes and inside the buckeyes, written those seven decisions.

**David:** That's amazing.

**Andy:** And then they had, you know in *The Traveler's Gift*, it is the crossed swords or the symbol of a fighting man, right. Chamberlain is the symbol of a fighting man. They own his tobacco pouch, the cross swords, the symbol of a fighting man. And so I don't know if they still do this but I've got one of the shirts, for a long time, they had in the weight room, you had things that you had to do, right. You have to hide these marks. And but they had stretch goals, ok, but if you do this, if you do this, you get this shirt. And they had t-shirts and they had cross swords on a t-shirt. Because if you do this, we're giving you something that is a symbol of a fighting man. This is who you are. And so, but all that came out of *The Traveler's Gift*. you know, Marc D'Antonio sent me a thing, it's from Michigan

State, sent me the other day, that's up in their locker room, with the seven decisions. The seven decisions are up.

**David:** Absolutely.

**Andy:** A ton of places.

**David:** Yes, not just Universities, but professional teams as well. And I say, I brought all of this up because this week, we learned again, word continues to spread, through these groups, these organizations, coaches apparently talk. But we heard, I heard from a different professional baseball team, from their manager, who is very interested in implementing some of this stuff and a coach of a major high profile college basketball team. And again, we're not ready to say names yet or attach anything to that.

**Andy:** You didn't even tell me yet.

**David:** Exactly. But word is spreading. And so it's just really cool. And not just at the collegiate and professional level, we got an email the other day from a high school football coach who is implemented the seven decisions with his team and says that it has changed completely the way that they play but more importantly the way that they live their lives as a team. So it's just very cool to be a part of something like this.

**Andy:** And we talk about the professional stuff and college stuff, because we watch them on TV like everybody else does. But you and I both know, in the office here, what we're most excited about, are the high school teams, the junior high school teams, the little league teams, where the coaches and the parents are getting together and implementing this stuff, and putting this in these kids.

Because you know, most kids are not going to be college players or professional players, but they are going to be whatever kind of adults you raised them to be.

**David:** Absolutely. And some information is going to fill their heads at some point. It's going to influence how they act or how they treat others.

**Andy:** Something's going in there, something's going in there any way so it might as well be something that you believe strongly and that you can prove to them beyond a shadow of a doubt, what's in it for them.

**David:** And you've always said, I mean, obviously, we'd love for it to be these books but you've always said, it doesn't have to be your books, it needs to be somebody's books.

**Andy:** Yeah. I talk about reading a lot. And I say, you know, don't think you gotta read my books, but you do need to read somebody's books.

**David:** Absolutely. That's great. That was a link to aside, but I just think that's great. But if you're listening to this, and you know of a team or school or a coach, anyone that's using these books, we'd love to hear about it.

**Andy:** Yeah, we would love to hear about it.

**David:** Shoot us an email, we got a list going and it's pretty extensive, but we'd love to know about your organization or your team as well. Send that to [intheloop@andyandrews.com](mailto:intheloop@andyandrews.com). Thank you so much for doing that. Andy, I've got a quick question for you as we segue into our great listener questions. We've received an email from Bob in New Orleans and here's his question. He says, Andy I'm pouring through your books and podcasts as fast as I can to make changes in

my life and in my family. I'm on *The Noticer Returns* at the moment. I'm blessed with three kids, Caitlin, Brendon and Breelan, and I just saw you speak in Dallas about parenting and I can't wait for your parenting series. I also have made it a goal to afford a Kamado Joe next summer. Here's the question, Bob says, I often hear conflicting messages about the people I should spend time with. I hear, eliminate negative people from your life. Although maybe, those negative people need guidance and love. I imagine, what if Jones eliminated negative people from his life? So what is best and when do you know that people are beyond guidance. Surely they would have to want it and we all know timing is everything. Thanks Andy, I hope Polly, Austin and Adam are all doing well and that one day you catch as many fish as Adam.

**Andy:** Hmm nice question from a smart Alec. That's great.

**David:** He set you up nice there.

**Andy:** He's being real nice and all of a sudden just like lowers the fish and bum on me.

**David:** That's a great question Bob, thank you.

**Andy:** Yeah, that is a great question. And I love questions that make me think through things that I haven't really thought through. And I know how this works in my life, I definitely know how this works in my life and I know how it works in the lives of people I'm very close with. But I never really thought through how to explain it. But so, but this is great, this is really good Bob, so here is what it is. And I think that when we know what's going on, then we can apply principles to it. And we know where we wanna be, what we wanna do, what we wanna become, what we want our children to become? And I don't necessarily mean doctor,

engineer, you know, car guy, I'm talking about, to be a great adult, right. To be a great influential adult, wise adult. And so, you're right, we do hear, eliminate negative people from your life. And yet, you know, if we know that we are kind of negative people, we certainly hope everybody is not eliminating us.

**David:** Exactly. Well and that's, he posed that great question, what if Jones had eliminated negative people from his life?

**Andy:** Ok, so can I say this, Bob I wanna ask your permission to say this to you and that nobody will be upset about it, alright. Because this, I could see how somebody would go, I can't believe you said that, and don't get me started on those kind of people. But here is the bottom line. The bottom line is and this is only the fastest way I know to say it, is, what if Jones had eliminated negative people from his life? Well he would have certainly eliminated me at that point. Because I would've been one of the first ones he's eliminated. But see, Jones and understand when I use the word evolved, please do not send me crazy letters. If you're a person who thinks that, when I say that Jones had evolved way pass me, if you think that I'm talking about evolution, you just need to like, you don't need to sign up for this kind of thing.

**David:** Right, we might not be the best place for you.

**Andy:** Just let us know where you are and we'll drop you from Facebook immediately. Because we really don't wanna read it. But see Jones, he didn't have to even consider dropping me from his life. Because he had evolved so far beyond where I was, that if somebody had said, Jones, you need to eliminate negative people from your life, Jones knew I was at a level that I was no influence on him at all. I had no more influence on him than a fly that buzzed over at a thousand feet. Now he knew, his challenge with me was figuring out how to say things to



me so that I could understand it, that it would resonate with me. I mean, this is a very wise man talking to an ant, at that point where we were, right. Now at that point in my life, there were a lot of ants around. And so I really needed to eliminate their influence in my life. And so because these people, who were, for lack of a better term, there were on my level, at that point, right. I had to really look at that and determine which of these people who were on my level, so to speak, are, they have bad thinking and they're negative, and they're depressed all the time. And they're doing things they shouldn't do that make them that way.

I mean, I had to figure out, ok, are they that way, because if they're that way, I don't need them around me. Or are they on my level but man, they're looking and they're thinking, and they're listening to somebody like Jones too. And then I can be friends with those people safely. And I can still become who I want to become. And so, now, similarly, there was a time when I was out from under the pier, I wasn't living there anymore. And I was 33, 34 years old and I'm 55 now, ok. And it's funny to me that people come up to me or they hear me speak or read one of the books, and they'll come up and say, I wish I had met you 30 years ago. And I'm like, no, you didn't want to meet me 30 years ago. You know, I wouldn't done any good at all. I mean, you just look at me now and think I was that way then. I was not that way then. This has taken me 30 years to get to whatever you think that I... And so, but let's just say, that, 10 years into that process, now, I'm literally, I'm 35, 36 years into that process after that first time, that encounter with Jones. And so, let's say, 10 years into that process. There were people who were also kind of on my level financially and influence wise, well same thing is going on. I mean, I got to decide who am I going to be. But there are also some other people around, there are some people who are way passed where I, theirs, at a very high level. So I'm looking to spend more time with them and looking to watch them carefully. But there are also some people who are just beginning that journey, they're just

beginning to kind of figure out that they might. Well those people to me, they would not influence me in a negative way. They just wouldn't. I'm in a different place, ok. And so while they could not, even though as negative as they might be, to me, I'm just kind of like shaking it off, it doesn't bother me at all. It doesn't influence me at all. But I can be a Jones to them, at that point.

**David:** Yes.

**Andy:** I'm not nearly as wise as Jones ten years into that thing. I'm not nearly as wise as Jones now, ok. But I'm certainly well beyond what I was ten years in that process, but ten years in process, I was valuable to people who were just beginning the process.

**David:** Yes, definitely.

**Andy:** Now does this make any sense?

**David:** Absolutely.

**Andy:** I hope this is making sense to Bob.

**David:** And it's making sense to me and I think it's interesting because I think you've already touched on this a little bit but Jones had, I don't know if you wanna say, benchmarks but let's just play a hypothetical here, what if he'd given you those three books and you said, no, not interested.

**Andy:** That's exactly right. That's good.

**David:** Then maybe at that point, Jones considers, well, maybe I don't need to spend time with this guy.

**Andy:** That's right, that is true.

**David:** So Bob that might be a take away for you, if there is really a decision to be made, have you laid out these benchmarks to establish, is it worth continuing to try to pour into somebody's life?

**Andy:** Right. Because, and there will be things that you can say, I'll tell you a benchmark to me, something that I see a lot, that will, because I got to tell you, my time and I'm not trying to be rude or weird or anything, my time is, it's valuable. Alright now I'm not saying, it's worth a lot of money, what I'm saying is, a better word, my time is precious. And I have a wife and I have two boys, and as much as I may like you David, and I do really like you, I like my wife and my boys better than I like you.

**David:** I get it.

**Andy:** And so, I have to spend time with them, this is a priority. There are other things that I have to do, and so somewhere in that list are, I feel like, my work is helping people, large groups of people. Whether it's with this podcast or the books or whatever, but I'm trying to help a large groups of people. Now occasionally I run into people that I'm going to help individually. Now that maybe three conversations, it maybe one, it maybe a five minute conversation, but there are things that let me know, I mean, I've had life changing experiences with my boys that happen in three of four minutes, and so I cannot waste any time. And so, there are things that people will say and do inadvertently that will let me know who they are. And you know, when people let you know who they are, I believe

them the first time. I don't need to beat upside the head and be shocked and surprised and moan and groan, especially if I've spend a lot of time that, they told me the first time who they were. And I'll give you an example, there's a ton of them, and I don't have a list or anything, but it's evidence of bad thinking, alright. But here's one of them, and I have this happen occasionally.

Andy, hey, and this will be people that I know, I know, alright. You know, around town or whatever. Hey Andy, I signed up for this course, this thing, it cost me 700\$ and I'm going back to get this certain thing from this course. And so, I've already paid it and I start so and so, bla bla bla. But this is what I'm going after and I just want to get your thinking on that, you know. And what do you think? Well I want to tell you something. That is a massive leaf to me, alright. I think that just like you can walk through the forest, Jones told me this, he said, just like you can walk through the forest, you don't ever have to look up, just pick up a leaf every now and then and you can tell what kind of tree if came off of. Is this tree going through a growing season in a life, is this tree going through a dead season in his life, is this tree an elm, is it an oak, is it sick, is it healthy? You can tell a lot and you ain't gonna look up. Well people drop leafs too, alright. And you can tell who they are. And that is a massive leaf to me. Because you're asking for my time, you tell me what you've done, and now you're asking for my time. And I'm like, and I want to say, it doesn't matter what I say, why you're asking me for, you already did it. So my answer is great, good for you.

**David:** You don't have to spend time on that.

**Andy:** Yeah, great, good for you, you already did it. What am I going to say? Tell you now, you shouldn't have done it, now go get your money back. What am I going to say?

**David:** Yeah, it's too late to do that.

**Andy:** Yeah, it's too late. And so, unless we know that their thinking, their thinking not only shows me that they're not respectful of the time that I have, but more importantly it shows me that their thinking is such, that they don't really care what anybody thinks anyway.

**David:** Exactly.

**Andy:** They're just gonna do what they want to anyway. They're just hoping for some confirmation. Hoping for somebody to pat them on the back and say, well, good for you.

**David:** Yeah, exactly. And I can tell Bob is obviously a tender hearted guy, he wants to make sure that he's helping people just like

**Andy:** Oh this guy is thinking.

**David:** Absolutely.

**Andy:** And this guy's thinking correctly too.

**David:** Well I just wanna make sure that he remembers, Bob, it's not always gonna be your job to help every single person out there. You can read the leaves as Andy said. And look for those benchmarks. There is a right way to discern who you help and how much time you devote to those people. So that's great. Andy thanks for your thoughts on that. Bob, that's a great question. We'd love to have more questions like this. They are pouring in. Bob is pouring over your books and the podcast Andy. The questions are pouring in for us to explore on future

episodes. But send those to [intheloop@andyandrews.com](mailto:intheloop@andyandrews.com), call and leave us a voicemail 1800 726 2639. And we will try to address that on a future episode of the show. And make sure that you're sharing this with your friends, we would love to have you spread the word. This is a passion of Andy's, to continue to impact as many people as possible. We're thankful that you're here, listening. And we're excited about who you're going to bring into the fold this week. Andy thank you for your time.

**Andy:** Thank you buddy. I appreciate your time doing this, and honored to be a part of it.

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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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