



Podcast Episode 164
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“How to Build a Life from Your Passion (and the Effects of Procrastination)”

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

Andy Andrews: Yes, you are.

David: Andy, how are you today?

Andy: I’m doing great. I was laughing when you started because of being at the Smart Conference with Dave Ramsey and all the guys. And I am amazed now, now I’m running at tons of people who are listening to the podcast and when they talk to me, they’re saying, so how’s David? So where is David? So at the Smart Conference, we’re in Los Angeles, and I signed some books and some people said something about the, you know, about the podcast, and they said, tell me about David and Matt? And I said, well David’s here. And they’re like, he’s here? David’s here? Yes, he’s here. And what about Matt? No, Matt is not here.

David: Matt wasn’t out there with us. That’s great though, that’s funny. I told Matt, yeah, we need to get Matt on the show at some point, how about that?

Andy: I want to get Matt on the show.

David: That would be great.

Andy: Those people asking me about you, I say, he's a lot uglier than you think he is.

David: My wife would agree. A face for radio, is that what they say, a face for podcasting?

Andy: That's it, that's it baby. Alright, what do we got?

David: Andy we've got a great voicemail from our friend Lucas. Lucas send in a great question so we're going to hear what he has to say and then get your thoughts on it. But I want to use this time real quick to remind everyone, that if you give us a call, leave your question, your name, where you're calling from, Andy will answer your question on a future episode. So give us a call at 1800 726 2639, that's 1800 726 Andy and leave us a question. And just like Lucas, you will have your question address. So let's play this real quick Andy.

Question: Hey guys, good morning. My name is Lucas, I'm from Gaston, South Carolina. I just want to tell you guys what happened to me a couple of weeks ago. Get up early every morning, this time was different, as soon as I open my eyes, two words just pop into my head, just like they were waiting for me. The one word was passion, the other word was procrastination. First thing I did, it was run to my note pad, just writing down. And second thing, it was grab my computer and trying to find a meaning for it. I just wanna hear Andy's thoughts on those two words. Love to hear from you guys. Thanks Andy, I really appreciate what you guys do. Thank you.

Andy: Hmm passion and procrastination. Let's see, passion and procrastination. Well I can't tell you how excited I am about putting this off until next week.

David: Stay tuned, next week.

Andy: You know, they are, that's two good, I guess two good things to put together, because they do play with each other. They seem to, like butt heads at the same court. I talk to Austin a lot, now, Austin's 15, and I talk to Austin a lot about both of those. Because at our age in life David, I guess mine more than yours, I'm significantly older. Am I significantly older?

David: What's significant?

Andy: I don't know, how old are you?

David: I'm 33.

Andy: Ok, see, I'm 55, so to me that's significantly older. But Polly is only like, you know, I shouldn't say.

David: I was about to say don't.

Andy: But let's put it this way. It's a lot closer in age to me and to Polly that's significantly, I'm significantly older than she is too. You know, but I talk to a lot of people about these things, because I have seen through the years of my life, I've seen what these things do long term to people. I could give you an easy explanation Lucas, because it's probably one you've already heard. But I'll tell you this, you wanted my thoughts on these things. I think we can do this pretty quickly. Let me just tell you what I see long term with these things. I believe that passion is a lot like momentum. It's a lot like momentum on a football field. I think that momentum, when you have momentum, I think you perform better than you really are. I think when you have momentum, you produce at a level that

is probably beyond what you really are, if we measure you, if we put you on a scale. When you have momentum, you produce at a better rate. When you lack momentum, I think that you produce at a much lower level than what you are in reality, ok. And I have come to believe that people cannot stay on a level playing field. They either have momentum or they don't have the momentum. They either have passion or they don't have passion. It's the, I want to say it's the odd person, but I think it's kind of non-existent that somebody is just kind of like flat lined, I guess that's a dead person. But I believe that people do pass that line. Do you know what I'm saying? They go through that line, that level line getting to a higher level of passion. And they go through that line getting to a lower level of passion. I think the key to, for a lot of people, a key for me is that if I'm seeing that line as I'm headed down, to that lower level of momentum or that lower level of passion, I've learned to kind of feel it, I've learned to watch for it and to bounce off of it, rather than go through it.

David: Ok.

Andy: You know, I think that line is kind of like the Earth's atmosphere. Does that make sense?

David: Yes, absolutely.

Andy: That I think you can kind of bounce off of it and go woop, wop, don't need to go here, I need to, you know. And so I talk to Austin a lot about choosing that, about taking a breath. You know, talking, Austin's a teenager so one of the things I see in teenagers and a lot of adults, is for some reason, they talk with no breath. And I don't know if that makes any sense, but I see people, let me do it for you. I see people going, how you're doing? I'm doing good, doing good. So, yeah. Hey listen is it ok if we go down to so and so.

David: Right, no passion, no energy.

Andy: Oh yeah, I watched a great television show last night. I mean, it's like no breath. It's like existing on the bottom 50% of the oxygen that you're taking in. It's like you're not taking in enough oxygen. And oxygen fires your brain, I think, I don't know that this is scientific thing but I would say that oxygen fires adrenalin, that oxygen feeds it. I don't know if that's true, but I do know that the people that I see, that take big, deep breaths, that talk, in an excited manner, they generally live on the top half of that breath. Like Robert Smith, Robert D. Smith, Mr. Twenty Thousand Days, your friend and mine. Robert is somebody who probably, Matt wouldn't you say Robert probably lives on the top 20% of his breath?

David: All the time.

Andy: All the time. But you know anybody that's more passionate, that you could just say, hey Robert talk to me about dessert before a meal? And you'll never gonna find anybody more passionate about dessert or dessert first, or you know, a particular dessert. You know, we came in last night and Robert did ten minutes on some new soap that he had found. I mean, I'm not.

David: And by the end, you're ready to buy it.

Andy: Yeah, I'm not kidding you. It was like, ok, wow, you found some soap.

David: And that make, ok, let's take, so I love the analogy of passion is momentum, that's fantastic. So why is it that some people and maybe this is what Lucas is hitting at, this is how I interpreted it, why is it that a lot of times, some

people will talk about their passion but then there ends up being procrastination and actually taking action on that passion.

Andy: You could not have asked that in a better way. Because that's exactly where I was going. And it's one of the things that I really, really, if you're an adult, listen to this, I would urge you to grab yourself by the ears and shake yourself or something. And if you are a person that cares about this, you need to watch your children for this too. And to talk to them and give them stories. And so I want to give you a story and this is a story that I've told a lot of people, it's a true story. And this could be, you know nobody's going to say, oh my gosh he's talking about me, because this could be any one of 50 people that I know. This could've been me at some point, it's not me now, ok. But a lot of times I will tell people, well I know exactly how you feel about this, because this was, you know, I was that way. And Polly sometimes go, you're not that way, why you're telling me that way, you telling me you understand? And I'll say, Polly, you didn't know me then.

David: Yeah, I was a different person.

Andy: Yeah, I was a different person. And so, but here's a thing. And this is, the way you ask that question and I think the way Lucas phrased this, this is why passion and procrastination play on the same court. I see people who have amazing abilities, and amazing opportunities because of those abilities, and they cannot get out of their own dadgum way. They, I say, they cannot, that is incorrect. They will not get out of their own way. They will not discipline themselves because procrastination, overcoming procrastination is nothing in the world but discipline. Overcoming procrastination is saying, I am not gonna live my life according to a feeling, I'm not going to let a feeling dictate the way I act. I'm going to let the way I act dictate my feelings, right?

David: Right.

Andy: But procrastination is nothing in the world but people allowing their feelings to dictate how they act, alright. And so, but here's the huge danger when I say I know people and I know a ton of people that are incredibly talented, have incredible opportunities with this talent, and yet they will not get out of their own way. So here is, alright I'm gonna give you an imaginary person, we're gonna call him Jim. And Jim is my friend that is like, like I say, got a million friends like this, million acquaintances like this. This is much more common than somebody who can control themselves, that does not given to procrastination, that doesn't go through that level on the passion. And so here's my friend Jim, imaginary Jim. And Jim carves fishing lures. But these are not fishing lures that you wanna fish with, because Jim has already proven to me that he can get 250 dollars for every fishing lure that he carves. And he can carve one in 5 or 6 hours. And in fact, he can, he has developed process that he can carve, start carving this and start saving this one and start carving this one, and get the shapes going. And then let somebody else help him with it. And then do the final detail and he can sell this for 250 dollars. And all he has to do is do it, ok. Now Jim makes, he's my imaginary friend right? Jim makes 75,000 dollars a year in his job. He's very comfortable. And his wife makes 75,000 dollars a year in her job. And so together they pull down a good amount there, they're comfortable, happy, they go on vacations. But Jim knows, he knows that he can make a million dollars a year with these things. And if you made a million dollars a year with these things, not only could he bank the money, you know, go on fishing trips all over the world. He would also control his own time, right. He would have his own business, he would control his own time. But Jim cannot make himself do this. Here's the question that I have for Jim. That's a question I have for myself, question I have for Austin. You know how I said that procrastination is nothing in the world but it's ignoring

discipline. I mean, discipline trumps that, right. I mean, the discipline to do something, you know, discipline is, can you make yourself do something you don't really want to do, to get a result you would like to have.

David: Say that one more time, that's huge.

Andy: Ok, discipline to me, you know, people talk about discipline, they talk about something, oh it's something I don't wanna do. Forget what you don't wanna do, discipline is, can you make yourself do something you don't wanna do for a little while, to get something you would like to have, for the rest of your life.

David: If you can go into any decision, with that mindset, you should be able to dominate procrastination.

Andy: You should be able to, right. And so here's the mindset that I want to get into Jim, my friend. This is a mindset that I want to raise Austin with. This is the mindset that I finally, that really kind of overcame this challenge to a degree with me. And that is, I would go to Jim and I would say, ok, Jim, what is it that you like? Now we're tying passion with procrastination. Jim what is it that you like to do more than anything in the world? And Jim say, fishing. Really, you like fishing? That's how you got into this carving the lure thing, right? Right. So you like to fish, that's like the most, that's the coolest thing in the world to you? Yeah. Ok, let me ask you a couple of questions about the way you fish Jim. Do you get to fish as much as you want to? Well no. Really, why? You know, I have a job. Ok, alright. So you have a job. But don't you get like three weeks vacation a year? Well yeah, I do. Ok, but that's not enough right? Well you ask if I could fish as much as I wanted to? Ok, so you don't fish as much as you want to right? Right. Ok, Jim let me ask you this. When you do fish, do you get to use the equipment that you would wave a magic wand and get? Do you get to use the very best? Well no.

Really, why? Well I can't afford it. Ok, Jim let me ask you this. When you go fishing, do you get to fish where you want to fish, if you could choose where ever in the planet you want to fish, do you fish those places? Well no. Why? Well I ain't got the time and it cost money, you know, to get to these places and sometimes it cost money to fish them.

Ok, alright, so, let me ask you this. Jim, I spent a lot of time with you, and you talk all the time about fishing and what you're going to do one day, and where you're gonna fish one day, and how you're gonna do it one day. And you've told me these stories for 20 years. And dude you are no closer now than you were 20 years ago. The only thing that you have that is different right now, if anything it's worse, because you actually have a way to accomplish all that. You have already figured out a way to accomplish all that. And you cannot make yourself do it. For whatever reason, you have not grabbed hold of the mindset that will allow you to beat this procrastination thing. So I am about to adjust your mind, alright. And here's what I'm going to ask you Jim. If discipline is, can you make yourself do something you don't necessarily want to do to get the result you would like to have, here's what I would ask you. I know you love to fish and you love to read about fishing and you love to talk about fishing. And I know, and you know, no offence Jim but I know you and I know that rather than go make a lure that you can sell for 250 or 300 dollars, you'll sit there and clean out your tackle box. So let me ask you this. Would this be a trade, I'm not saying you have to do it, I'm just saying would it be a tradeoff, would it be a tradeoff for you that for three years, for three years, you never go fishing, for three years. For three years, you don't read a magazine about fishing. For three years, you don't clean your tackle box out. For three years you don't oil your reels. For three years, you do not have anything to do with fishing. But at the end of that three years, because you didn't do any of it, for the trade of that I'm going to offer you, and at the end of that three

years, you can fish wherever you want to around the world as much as you want to, and take whoever you want to go fishing with. And then you can do that for the rest of your life. Ok, would that be a tradeoff, for three years of nothing, would you trade that three years of nothing, for the rest of your life of everything? Would that be a tradeoff for you? And I think a lot of people would say, well yeah, that'll be a tradeoff. And I would say, ok, well the good news is, you don't really have to do it, but the even better news is, that you can kind of do that and really make that happen.

David: It's an option. It's a choice.

Andy: It's an option. So that is, you know, that is a mindset, that is the thinking thing. And honestly, that is what I still do. I do it in short bursts now, ok. I had a script that I was working, well you know, not too long ago. And I totally for three weeks, kind of did nothing except that. So that, that would be totally off my mind for the rest of the winter, for doing stuff outdoors, and all that I wanted to with the boys.

David: And you did it because you knew that if you devote time to it now, that long term, there is a benefit there.

Andy: Right. Because this script, I mean, this is not something that you know, it's gonna happen like now.

David: Right. But you were disciplined enough to say, I'll spend time doing it now.

Andy: But the passion and the procrastination, maybe that was the longer answer than you wanted Lucas, but they really are intertwined. And I think that

the passion is necessary to beat the procrastination. But both of them are thinking issues.

David: Absolutely. And we've done several episodes before about that whole issue of thinking. If you haven't seen the free parenting videos, there's certainly some content in there about how important thinking is to this entire process. And I'd love to hear some additional follow up questions. Anybody out there that has thoughts on this topic, send us email intheloop@andyandrews.com. Give us a call and leave us that voicemail. And let's keep this conversation going. This is obviously a topic that Andy, we could spend ten episodes on, but this just touches the surface. So Lucas thank you so much for calling. Andy, thank you for your time.

Andy: Thank you buddy.

David: Absolutely. And we'll talk to you next week.

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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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