



Podcast Episode 186  
Unedited Transcript  
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## “The Secret to Building Your Self-Confidence (Hint: You CAN Control 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’m glad to be here David.

**David:** Fantastic. We’re sitting across the table from each other, again, we love it.

**Andy:** We do this more now than we do the other, ‘cause we like this so much. I don’t want to do it on the phone any more.

**David:** We start scheduling it so that we can specifically do it across the table.

**Andy:** Yeah, this is much easier, much more fun. I like being able to look at Matthew over here.

**David:** Clicking all the buttons, making us sound good. Editing out our mistakes after the fact...

**Andy:** ‘Cause we know, in reality you don’t sound like this. In reality you could’ve been on the Wizard of Oz.

**David:** And I was going to say, in reality there’s a reason why this is a podcast and not a video stream.

**Andy:** That's true, you do have a face for radio.

**David:** A face for radio, that's my specialty. Andy, we've got a great question that came in from Amy and I'll read this to you but this is a really strong question. I think everybody out there can benefit from your thoughts on this. It's all about belief. We hear you talking about belief and people achieving what they can believe all the time. So, let's hear Amy's question. Let me read this to you and we'll get your thoughts.

**Question:** Hey Andy, first of all thank you for who you are and what you do. I heard you speak and I had the amazing opportunity to meet you. I've read your books and I listen to the podcast every Saturday.

**David:** Thank you, Amy, for doing that.

**Question:** It's impacting me, my parenting, my marriage and my life, so thank you. I just finished listening to the previous podcast episode called Insider Consulting tips to help give you impact full advice. And it helped me clarify a question that I need help with. It's on the subject of belief. Belief is something I really struggled with as an adult. Specifically, belief in what I am capable of achieving. You have said in your speaking and in this recent podcast that people and companies will not perform beyond their level of belief. You've also said in the past that belief is not built in a day, it is built on a daily basis. How would you direct someone who needs help increasing their beliefs? Mainly belief in themselves. I rise early, I read daily and I have positive habits, but I don't understand specifically what actions I could take that would directly impact and increase my belief in myself and what I'm capable of achieving? I understand intellectually that I can and others can do what they set their mind to do, but I

struggle with getting my belief to rise to what my intellect tells me I should be able to accomplish. I'd love to hear your thoughts on this Andy.

**David:** And again that comes from Amy. Amy thanks for a great question. Andy, that's a lot packed into a couple of paragraphs.

**Andy:** Yeah, that is a common thing. I started to say that's a great question and it is a great question but it is a very common question. It's one that I think everybody struggles with at one point or another. And I think that the people who say they don't struggle with it, either are maybe ignoring it or they're lying. Because man, who doesn't struggle with belief at some point. And here's one thing I want Amy to know. Amy, this is, I don't believe that it is something that you would ever put to bed completely. I think that this is a continual trip to the gym. I think you'll always going to be lifting weights against this, ok. And I think a part of the reason is because, having belief and having a great level of belief and having a sincere belief and having a belief that is empowering. It is so powerful, it is so, what's the word I'm looking for David?

**David:** It is empowering, is that the word?

**Andy:** It makes you so effective that I think the world itself would struggle against it because when you are working with belief, you're working in your wheelhouse and you're going to be producing just great work in whatever area you're struggling in. So let me just kind of break this down just a little bit.

**Matt Lempert:** Attention. This is Matt Lempert, producer of In the Loop and I'm interrupting the conversation to quickly tell you about a live event that Andy is doing this summer. Listen close because he might be coming to a city near you. The Champion Life project is taking place in ten cities across the country in June

of 2015. The cities are Denver, Los Angeles, Seattle, Orlando, Albany New York, Columbus Ohio, Des Moines, Kansas City, Dallas and Atlanta. At each of these events, Andy will be teaching in depth on parenting principles and on actionable ways to improve your family, your relationships and your life. This is an amazing opportunity that you don't want to miss. The Champion Life project is sponsored by AdvoCare. Tickets are selling out fast, so contact your local AdvoCare independent distributor or go to [advocare.com](http://advocare.com) and click the find the distributor button for more information. Please know that this is not a business meeting. There will be no business pitch or presentation, only great content from Andy. This is AdvoCare's way of investing into the parents, families and relationships in your community. Now, back to the show.

**Andy:** You mentioned in here about how would I direct someone who needs help increasing their belief, mainly their belief in themselves? You got to understand that your belief comes from your thinking, alright. One of the most foundational understandings that you can have about what you want to create with yourself or what you want to allow God to mold and shape you into understand that your part of it is your thinking. We've discussed before how so many people talk about choices determine a person's character, your choices determine where you end up. And that is true to a degree, alright. It's true enough; it's just not the whole story, alright. And there's a big difference in thinking logically to a wrong conclusion and thinking logically to an incomplete conclusion. See thinking logically to a wrong conclusion, that's one of those kind of things that it's, you know, we kind of knock ourselves in the head when we realize we've done that and then we kind of start over and go in a different direction. But it's something that can be overcome. It's hurtful, it can be harmful but thinking logically to a wrong conclusion is something that you can catch. Thinking logically to an incomplete conclusion has caused a ton of damage in our society. It's just

dangerous. And the reason is because thinking logically to an incomplete conclusion allows results. It allows results, they're just not the best. And it allows enough results to keep somebody doing what they're doing forever. And even if they go back and say, how to be able to, how to be doing better this, how to be able to accomplish more than this, how to get better results than this? So I think we need to go back and examine how we got to this place, how we decide to do what we're doing. And so people will go back and look and go, well that makes sense. So I guess we just need to work harder, to go in early. And so they keep doing it but it's an incomplete conclusion and it's true enough, it's just not the whole story. And that's what this choice thing is. The people say that our choices will determine where we end up and our choices determine our character. It's a part of the mix but it's not the foundation.

**David:** It's not the full story.

**Andy:** Right. The foundation is our thinking, it is our thinking. And I've said this before and you'll probably hear me say this a million times if you keep listening to this podcast because this is something, I think this is such an important thing for people to understand. If it is your choices, if it is only your choices, you know, we tell our children, make good choices, make good choices. Well it's like telling a kid to take a quarter and go in the back yard and flip heads every time. How would you expect them to do that if you didn't have a process in place that you taught them and that you'd previously learned how to go about flipping heads every time and you could teach it. But we don't have that. And so telling a kid to make good choices without having a process in place and understanding where good choices come from, it's, and so our thinking is the foundation. And knowing that our thinking is the foundation, here's the cool thing. And let me just stop here and tell you that if you even doubt that your thinking determines your choices, you got to remember, every choice you make, every choice you'll ever make in

your life is totally determined by what you think and how you think and how long you think about it. And what you decide you will not think about so that it won't distract you from thinking about what you got to think about, so that you. It's our thinking, ok. And so this is good news, the choice thing if it really is our choices, what are you going to do about that? But your thinking, you can direct your thinking. Isn't that funny, God's greatest paradox, that your thinking determines your choices and yet you're allowed to choose how you think. You're allowed to choose what you think. You're allowed to choose what you will not think.

And so what do you mean, you're able to choose what you will not think? Well here's the thing, your thinking comes from certain areas of life. Now the reason we're talking about this Amy, is because your thinking determines your belief, your lack of belief, your struggle with belief, your absolute belief, it's your thinking, alright, same choices. And so the beautiful thing about this, how you direct your thinking, how you direct your belief, well you direct your beliefs the same way you direct your thinking. And that is, you direct your thinking by what you watch, by the people you're around. By what you read, what you listen to. And here is a huge part, you also direct your thinking by what you decide you will not watch. You direct your thinking by what you determine you will not read. And what you will not listen to, and who you will not spend time with. And so all those things.

**David:** I would say that all of that certainly contributes and Amy you're certainly of to an amazing start. I mean, Andy she says, she rises early, she reads daily, she's got positive habits. And I would say just taking a step back, the fact that she's asking this question shows that she's got, she's on a right track.

**Andy:** Absolutely. And see, don't think Amy, don't think that this is a game that you win and you never struggle with it again. Because if you believe that, if you

believe that, then you will be struggling with belief again before you know it. Because it's something you've got to constantly guard against, because belief, it's a manner of thinking. It's a part of your thinking. And so, you have to guard your thinking. You have to guard what you will allow to influence your thinking. This is where that paradox comes in. You're able to choose that.

**David:** Let me bring this up to a personal level. Let's bring up the example from your life Andy. What do you feel like your level of belief was when you and Robert were working on, trying to get *The Traveler's Gift* published? I mean, to an extent in that three years, fifty-one publishers turn it down, there had to be in your head still a level of belief that, I don't care about that stuff, I believe that this is going to happen and I'm going to stick with it.

**Andy:** You know what? That is a great thought David, because I do, I go back to that occasionally. In my office as you know, right there to the left when you walk in, I've got two of the ruder letters.

**David:** Framed, in a very nice frame, I should say.

**Andy:** Yeah, I mean, they didn't deserve a nicer frame. But you're right, three and a half years, fifty-one publishers told me that what I had written was not worth putting on paper. And a lot of them didn't say it that nicely. And so right there as you go into my office, on the left, I've got those two framed and they're just about covered up by the stacks of foreign editions of the book that I'm stacking up under, you almost can't see them anymore. And then the plaque that they gave me when it's sold a million in the United States. And all that is piled under those things.

But so I think about, I think about, I guess the feather that that hung on at that time, cause you're right, there were times that my belief waived. And so I guess Amy's talking about, what do you do when your belief waivers, because I was pretty good at belief at the time and yet I was learning that this is a constant struggle. And so I think that what you have said, that's a great example because one of the first things that I would do if I got the feeling weird about it or doubtful about it. One of the first things I would do, would be to call a Robert. Ok, I call Robert the Robert D. Smith. And you know, Robert, he knew his position in my life. And I also to be honest with you I knew my position in Robert's life. And so I know that when I called him I was hoping he would say what he knew he was going to say, buddy we got this, don't worry about this, this is not a game that has a deadline, this is a game we play until we win. I mean, he would say amazing things. Well occasionally Robert would have, he would have some doubts. He would call me, he said, buddy, oh gosh, is this going to happen? Yes, it's going to happen.

**David:** And the roles are reversed.

**Andy:** Yes, and the roles are reversed. You know, we make sure that we were the people that would speak belief. And I want to tell you, the stuff that I would read, I would seek out things that would build belief in me. And one of the things that I would always seek out was, I would seek out, I would find books that I liked, that I thought were great and books that I thought had changed the world. And I would do research to find out where they turned down. How many times did they get turned down? And I found some amazing, *Gone with the Wind* was turned down by thirty two different publishers.

**David:** No way, I did not know that.



**Andy:** Oh yeah, thirty-two different publishers. Doctor Seuss was turned down over and over and over again because they said that this stuff that he was writing, this didn't have any kind of barring for children and children would think it was ridiculous. And let's see, Rudyard Kipling, The Jungle Book was turned down over and over again. And in fact one of the publishers said, you don't have a grasp of the English language. I just thought that was great. But I would find these over and over again and those would build belief in me. That would build belief in me that is this book, The Traveler's Gift, is this something that will help people who are hurting? Yes. Is it good for God? Yes. Is it something that will last, that will stand the test of time? Yes. Is it something that anybody's done before? No. And so, all those things, do I feel like that this was put in me for a purpose? Yes. And so a part of what I would do to build belief would be the people I was around. Part of what I would do, would be what I would read and understand, I had to seek out things, specifically to read. And I also, when we talk about and I think we probably covered this but this to me speaks to a larger part of what we will allow in our lives. I find that there are certain things that I can't read or I can't watch. I'm not saying they're sinful or whatever you want to put a label on them. But I know the mood they elicit in me, ok? And so I cannot afford to be, I mean, it's enough of a struggle in our life to avoid being sad, without specifically reading or watching something that's going to make me sad. Why am I going to choose that?

**David:** Why am I going to seek that?

**Andy:** Yeah, why am I going to seek that out? And so I'm very careful about what I watch and what I read. And I think Amy, I think you're fine. I think you're on the right track. I mean, Amy, I know Amy is, gosh guys, all that, you could've just said, Amy you're fine.

**David:** I want to make one real important, what I think an important distinction, the letters. Robert has the same letters that you're talking about framed, in his hallway, at his house. And I have never viewed what you have framed in your office and what Robert has framed in his house as ha ha look at me now kind of thing. It is very much, what I'm considering to be another daily reminder to you guys, if doubt about your current projects creeps in. This is a reminder of momentum starter that increases belief even today. Because you're saying, you've not mastered belief, it's a daily grind, it's a project, you're going to the gym every day in this area.

**Andy:** And that's a good point David, because you think about where those are in my house and where they are in Robert's house. In my house, they're in my office. Well nobody comes in my office. You know, I don't have meetings. I'm usually in there by myself, just my family. And so those aren't you know, ha ha, they aren't in my living room. They're aren't out in broadcasting.

**David:** You're not broadcasting this.

**Andy:** They're not something that everybody gets to see. And in Robert's house, where are they? They're back in his bedroom and a little hallway area, just where he sees them every day.

**David:** And you guys, that's what I was going to say, you see it every single day, this is another reminder Amy, of the importance of feeding this belief every single day. You're not going to get there and then say you're done with it. What a great question.

Thank you Amy so much for sharing that. Andy, thank you for your thoughts. That's very insightful. We'd love to have additional questions from you. If you'd

like to have Andy give his thoughts on an issue that you're facing or on a question that you want more clarification on, we would love to hear from you. Give us a call, leave us your name, where are you calling from and your question and we will play your voicemail on a future episode. That number is 1800 726 Andy. 1800 726 2639. Or you can email us [intheloop@andyandrews.com](mailto:intheloop@andyandrews.com).

**Andy:** I just have a thing. Here's the tag on this whole thing, what a great quote. And you've heard it before, but it bears repeating. It's on thinking, it's on belief, but it's the old quote by Henry Ford, I just love it. Whether you think you can, whether you think you can't, either way you're right.

**David:** That is, that's an amazing quote. Alright Andy thank you so much for that. Again, Amy thank you for sending that question. And Andy, we will talk to you next week.

**Andy:** Ok buddy, 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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