



Podcast Episode 193  
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## “Manners=Money! When and How to Teach Them to Kids”

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

**Andy Andrews:** Thank you David.

**David:** Hey I was, I had a privilege of being around your awesome family recently.

**Andy:** Yes.

**David:** And both of your boys are fantastic. Obviously we had Austin on the podcast a few weeks back, we’re getting a great response about that, but your other son Adam, he’s 12 right?

**Andy:** Yes, Adam is my funny boy. He’s the funny one. In fact, when I get, you know, Austin, Adam, shoot, and you mix up their name, and I’ll say, which one are you? Adam goes, I’m the funny one.

**David:** I heard them actually saying that as well and then he also said, and I’m the sweet one too.

**Andy:** Oh yeah. That’s probably true.

**David:** He is the nice one. But he is extremely intelligent. He has an amazing memory. I've heard him quote lines from several movies that you've said, the family's only seen once and I know that one of the family's favorites is *O Brother, Where Art Thou?* But it feels like Adam can quote that entire movie backwards.

**Andy:** It is amazing. Adam has whatever that, and Polly always says, said about me that I've been cursed to remember every single thing I ever heard. And it's really kind of true, because I hear everything. And Adam and I both are ADD, so, when we're in the car, Adam and I, both of us, we're like, hey we can either talk or we can have the radio on, but we can't do both. I mean, I really can't do both because I listen, I hear it, I can't talk to you because I'm hearing the radio. And it's tough for me sometimes in restaurants, because I hear every conversation that's going on around me. And so

**David:** That's part of this noticer thing.

**Andy:** I guess. But Adam and I both, we do, we remember. But I'm just blown away by Adam.

**David:** And you also, and you talk about your childhood, you tell amazing stories, the Amazing Grace story is fantastic, but you have countless stories from your childhood, you really do remember everything.

**Andy:** I'm always shocked at people who say, well I don't remember? I'm like, you don't remember? How do you not remember?

**David:** And so what's something bizarre from your childhood that you?

**Andy:** I don't know it's bizarre, but we were talking the other day and Adam was singing some commercial that we heard locally and I said, you should've heard the local commercials I heard when I was your age. He said, like what? I said, well ok, when I was your age, Adam's 12, I lived in Dothan so I was in the 6th grade, there in Dothan, Alabama, and so I remember this, and I don't know why I remember this but here's, *Crabtree trailer sales, people who care about you*. I don't know why I remember that.

**David:** The world famous Crabtree trailer.

**Andy:** And then it was like, there was Bryant General tire, *You'll desire General Tire because Brian never tires of serving you*

**David:** What?

**Andy:** But here's the one, the boys loved that one. There was a sausage company and it was Frosty Morn Pure Pork Sausages, and they had this cartoon thing. And the commercial was a cartoon. And it was these little pigs that would come out and they would sing, *the height of a piggies ambition from the day he is born, is to hope someday he'll be good enough to be a Frosty Morn. Frosty Morn Pure Pork Sausages!*

**David:** No way.

**Andy:** Oh yeah baby.

**David:** You're, so just in that back left corner of your brain, is full of slogans and jingles from your childhood.

**Andy:** Yeah, it's on there. I can usually, I'm good at the game where you sit around and talk about the old television theme show, the songs. Polly thinks it's weird that not only do I know the first of them, you know, everybody knows *Just sit right back and you'll hear a tale*, *The Gilligan's Isle* but not everybody knows, *so this is the tale if our castaways*, you know, the last part.

**David:** The end of it.

**Andy:** And of course my brain goes, it's very odd to me even that after everybody sings the song, like *The Gilligan's Isle* song, it's a great example, when everybody gets through singing the song, my brain continues on with what I remember. And here's what I'm talking about, is the music after the song, that's in my brain. It's like when they go, *here on Gilligans isle turnt tun turn turun tirin tin tin*. And then it would say, way into the show.

**David:** I wish everybody could watch what I'm watching as Andy acts this way. This is fantastic. I feel like there is a stage production in here somewhere. We should do a video blog of you acting.

**Andy:** Remember this, *all but one man died at Bitter Creek, and they say he run away, Branded, Scorn is the one who run. What do you do when you're branded, when you fight like a man?* Remember that?

**David:** I did not know that, that was the words. I remember the tune.

**Andy:** Chuck Connors follow up from the rifle.

**David:** Wow, just an endless vault of

**Andy:** I know, and I can just hear people turning the podcast off in droves right now.

**David:** Or laughing their heads off, that's what we're doing. Ok, this is, it's funny you're talking about Adam a minute ago, we've actually got a question that brings up kids and how you treat them, how you teach them, how you teach them to communicate, so let me read this week's question, this is an email from Mike, and then we'll hear your thoughts on it.

Hi Andy, we have met a couple of times over the last few years, and I've become one of your most loyal podcast listeners and promotes. Thanks Mike for doing that.

After listening to your most recent podcast, which is now been several weeks ago, that your son was a guest on, and this is the story if anyone has missed it, this is the story of Sporty Citrus where we had Austin Andrews on to talk about his business. Go back and catch those episodes, if you've missed them, we've got a great response on those. But Andy Mike goes on to say, I couldn't help but be blown away by Austin's maturity. Every time that either you or David would ask a question, it was always followed by a yes sir or no sir. I have a 15-month-old son and I haven't been able to get him to say either of those two words yet but I'm hoping within the next month or two, he'll be able to.

**Andy:** Gosh Mike, have you been able to get him to say anything?

**David:** Exactly. You're doing alright so far Mike, don't worry about it. He goes on to say, my question is, at what age and how did you start teaching your sons on how to talk like this? Maybe my question is much simpler than I'm making it sound but I'm sure it's a bit deeper than this. I always hear you say that manners

are money. And I'm wondering, some of the practical things that you and Polly do as it applies to teaching your sons how to communicate to raise them in such an awesome way, to where they're going to be world changers one day. Thanks again for all you do, you're a blessing to the world.

Mike that's a great question.

**Andy:** It's a question that makes me feel great, I'll tell you that because, just makes me feel good. I think that that's just awesome that he heard Austin and likes the way. But I got to tell you, I look back in time, right, Austin's 15 years old so I look back in time and it was a very intentional process that Polly and I wanted to raise a boy who would turn into a 15-year-old young man and that when people just like heard him in passing, they would think, what Mike thought. Mike said he was blown away by his maturity. Ok, that's his words not mine. And so it was a very intentional thing to take a little baby and raise him in such a way that when he's a young man, people will be blown away by his maturity.

Now first of all, I know that there's going to be people who hear this and hear the discussion of yes ma'am, no ma'am being used and you will automatically go to the, oh yeah, that's just somebody's opinion, whether somebody should talk like that or that's a regional thing. And if I may, before I go into talking with Mike about how that is done, I would really like to discuss just for a second why we did it in the first place, ok.

**David:** Ok.

**Andy:** Ok, for a long time I would hear people say, well that's just regional thing, that yes ma'am, no ma'am, yes sir, no sir, that's a regional thing. And that really kind of, I thought, really, is it? I just wasn't really sure. And I finally decided,

maybe it started that way but I don't know that's regional anymore because I don't think anything is regional. Don't we all know people from Mississippi who live in New York? Don't we know people from Georgia who live in California, don't we know people from Arizona who live in Mississippi or Arkansas? Yeah, I mean, everybody's everywhere. And because of the media and social media and because of the internet, I don't know that anything is regional any more, ok. Now that being said, I have had people say and I heard for years, well that's just, we don't think that's necessary so that's just a personal reference. That's just your opinion about how you should raise your boys. And so I would hear that and for a long time I thought, well, ok, maybe it is, I guess, maybe it is my personal reference, my opinion. But I'm going to do it, I guess. But I also knew I didn't have any reason why they would do it. But I never really thought it through, ok. And knowing that our thinking is at the foundation of everything, foundation of our culture, our thinking, and if we just go with choices, we like rise up and ignore the thinking, ignore the rational, we're likely to make choices that aren't a 100% choices.

So here is after having time and years to think it through, if you ask me should we do this with our child or not? If I was deciding for you, I would say yes and I would give you a reason. Now if you just said, why do you think we should do this with our child, why, what is the reason that we would go the extra trouble to make sure that our child says, yes ma'am, no ma'am or yes sir, no sir. Here is exactly why. First of all, I agree with you, it is not wrong not to do it, ok. That's not right or wrong, it's not a sin, ok. But here's what you're wanting to do. You are wanting to raise, you're not wanting to raise a great kid, you want to raise a child who will become a great adult. And part of your hopes and dreams for this great young adult, is that, everybody who looks at this kid, will think, this young adult, everybody who looks at him will think that they are mature, that they are

respectful, that they are awesome in every single way. I mean, isn't that what you want for your child, that everybody would feel. Of course, it is. Because you know that if everybody who comes across your young man or young lady, if everybody just thinks they are just incredible and mature and awesome, you know, respectful, if everybody thinks that, then their opportunities are just absolutely unlimited. And then if we look at certain number of people, I say, over 40 in America, the people who hire and fire. And for whatever reason, doesn't matter the reason, but for whatever reason, if you said, how many of these people do you think, what percentage would you say that when they hear a child say, yeah or no, yes, how many of those people feel like that's just a little bit disrespectful. I'm not saying whether they're right or wrong, I'm just saying, what percentage of people do you think feel like that a child might be, that might seem a little disrespectful to them.

Now I want to tell you something. Knowing what I know about people, I think it's somewhere 30 to 40 %. But let's just say that it's only 10%. Do you want to send your child into the world with 10% of the people who hire and fire, thinking that they're just a little bit disrespectful? Now you may say, well I don't really care because I'm after the 90%. Ok, well if I send my child out with a 100% thinking he's very respectful and you send yours out with only 90% thinking respectful, then just the odds are with me, ok.

**David:** Yes.

**Andy:** And all I'm doing and I'm not creating a competition or anything, all I'm saying is, you want to maximize every opportunity, you want everybody to think the very best of your child. And of that young person. And here's what I absolutely know. I've talked to so many CEO's, so many HR people, and when it gets down to it, and here's the question I ask. Hey if you're putting the word out for a new



position, and let's say you get 400 applications for it. And then somebody goes through those, and they knock it down to 40. And out of that 40, you really, really check them out, ok. Now you bring it down to 10. Maybe 10 would get personal interviews from somebody on the staff, but now we get it down to 3. And these 3 are the same gender, the same age, the same education, the same background, the same experience. How do you decide, how do you decide? And I won't give you the long answer but the short answer, it comes down to manners, it comes down to how they act, it comes down to how they come across and how they respectful they are. And so I'm just telling you, manners are money.

**David:** There you go.

**Andy:** And that's what Mike said.

**David:** And that's what he said and that's exactly right. So at what age did you and Polly start teaching your sons to talk that way?

**Andy:** When these guys could talk, I mean, when they could talk.

**David:** As soon as they start.

**Andy:** As soon as they start talking.

**David:** So Mike, you're not far off.

**Andy:** Yeah. I mean, when they were able to say, no, even though we knew they probably could not say the sir part, no, no sir, we would say it. And so then it got to where they could say it, but they wouldn't remember it, right. So, Austin do you want, no. No sir. No sir. Do you want? Yes. Yes sir. Yes sir. Yes. Yes ma'am. And

sometimes, you know, it was always funny because like, they would, to me they would, yes ma'am, I mean, sir. It was very funny. But here's something just curious that I think Mike would get a kick out of. Austin for whatever reason, Austin picked this up pretty quickly. I mean, he was this little bitty kid and he would go, yes sir, yes sir, no sir, no ma'am, yes ma'am. Adam, I thought we might be following him to college trying to get him to do this, alright. Now, he, Adam, Adam is incredible. But it just took longer with Adam. I mean, now we look and go, Adam's ADD, crazy kid like his daddy, you know. But we stayed with it. And here's what's amazing, is I've never heard anybody that was like, uh I can't believe those kids say yes sir, no sir.

**David:** Oh yeah, you're not offending anyone by doing this.

**Andy:** Right, right. You know, you've got the chance of offending somebody if the kid says a aaa or no or yes or yeah. But you don't have any chance of offending somebody the other way. And I'm just telling you, you just watch, they get, even at this age, they get more opportunities.

**David:** Well and you were actually just telling me, not too long ago, the family was on a road trip and you stopped in a restaurant, look at me saying restaurant like you do, I'm not from Alabama.

**Andy:** You say restaurant, and I say restaurant. And Reba McEntire says, restaurant. So...

**David:** You were going to eat with the family and somebody came up to you and told you a story about your boys.

**Andy:** Yeah, we had stopped somewhere and the place was really crowded, right there as you're going in, I don't know, it was a Cracker Barrel or something, it was very crowded. And the boys held the door open for mom and then I walked in. And I was kind of aware that people were behind us and so the boys were both holding the door for them. And I heard some guy behind me say, go ahead son. And he said, no sir, after you. And I didn't even turn around to look.

**David:** You didn't think about it.

**Andy:** You know, that was just kind of what they do. But I was aware that there were several people coming in behind us. And Polly and I are already gone up and little bit later, 30 to 40 seconds, boys are with us. And a couple of minutes later, this lady comes up with this man and they're kind of laughing. And this lady says, you know, we were some of the people who came in the door there. And your sons were standing there and they were smiling and they held the door for my husband and for me. And when we came on through I turn to my husband and I said, somebody has raised those boys right. And she said, then we kind of watched them and they went over to you. And we were like, well there you go. She said, because we listen to your podcast and we read your books. And then, there you go, look at that.

**David:** And that's what I was going to say, that's proof that we talk about those boys a lot on here, but there is unbiased proof out there that that's how they are all the time. So obviously done a great job.

**Andy:** There is so much, with these little bitty boys, you know, my boys, we stand up, when mom walks to the table. Now we do that at home, by ourselves.

**David:** When nobody else is watching.

**Andy:** Nobody else is watching. And so when we're in restaurants we do that too. And you would not believe the people that will come up and say, I cannot believe how impressed I was with you. Now here's something that's really good, obviously I travel some, and so Polly and the boys have opportunities that they eat out just the three of them. Alright, now let me tell you something. It's one thing when these boys and dad stand up for mom but I want to tell you something, when two teenage boys and mom are out to eat, and mom gets up to go to restroom and mom comes back from the restroom, whatever, and these boys stand up, you better believe everybody sees it.

**David:** People notice, absolutely.

**Andy:** And they don't know who they are, ok. But it is an amazing thing. And so that, you may think, somebody may hear that thing, that's really unnecessary. Ok, yeah, probably is unnecessary but what I want to do, is I want to give my boys every advantage whether it's necessary or not. Every advantage for somebody to think, I would like to be around them. I would like my kids to be around them. I would like my employees to be around them. Because those are the kind of people who get hired when nobody else is getting hired. Those are the kind of people that keep their jobs when everybody else is losing theirs because value takes on many forms. And influence is one of the biggest.

**David:** That's huge. Mike you're on a right track. And you're asking great questions so thank you for sending that in and Andy thank you for sharing.

**Andy:** One other thing, one other thing for Mike, starting very young, teaching him how to smile while he talks. Ok, you talk to him that way, smiling while you're talking, and you want to teach him how to smile while he talks. Because if there is anything else in this world that will get the world on your young man's side, I

mean, I'm telling you man, you and I both know Mike, we went to school, do you want the teacher on your side?

**David:** Absolutely.

**Andy:** Yes, you do. And the kid who smiles while they talk, I'm just telling you, they make friends easier, people think more of them in a quicker way. Adam, Adam Andrews is so good at this, this kid's 12 years old, he is so good at smiling while he talks, he uses it on me, I know he's using it and it still works.

**David:** And it still works. That's great. Alright, Mike thanks again, Andy thank you for your thoughts. If you'd like to jump in on this conversation on a future episode, send us an email [intheloop@andyandrews.com](mailto:intheloop@andyandrews.com) or call and leave a voicemail with your question and we'll try to get to that on a future episode. That phone number once again, 1800 726 2639, 1800 726 Andy. Give us a call, we'd love to hear your questions in the future. Andy we'll talk to you next week.

**Andy:** Thank you, and we'll send you out with Frosty Morn, *the height of a piggies ambition*.

**David:** The pig aspires to be a

**Andy:** And you should see the pig on YouTube. I think that whole cartoon is on YouTube.

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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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