



Podcast Episode 195
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“How to Get Paid to Do What You Love”

David Loy: Hi and welcome to *In the Loop* with Andy Andrews, I'm your host David Loy. And I'm sitting here once again, honored to be across the table from Andy Andrews.

Andy Andrews: Yes, yes, you are, across the table from me. I am happy to be here and I know that we've got a very interesting question here. I'm wondering, you just told me what this question was going to be about. And I'm wondering if this, really kind of, is more an age thing or I don't know, what do you think?

David: Well it's interesting, I was going to say, as most everyone knows, if you've listen to the podcast for a while, this is a very spontaneous conversation. Andy does not get these questions weeks in advance and study and write a material.

Andy: Most of the time you don't tell me what we're doing like you just did, before we actually start this.

David: And that's what I was going to say, occasionally we come across the question where I say, we'll, probably good to run this by him before we start recording so.

Andy: Go ahead, just tell them the question.

David: Ok, it's interesting. This is, well it's actually a voicemail so let me play the voicemail from Chris and we'll get your thoughts.

Question: Hey this is Chris from Dallas, Texas. My question is, how do we narrow down our career path? And just a little bit of backstory on that. I've been a believer since I was six years old. I'm currently 34 years old. And I have a lot of things that I'm good at. I've taken a recent interest in podcasting myself, and I have a blog, and I'm doing the final edit on a book. But I'm also, I can sing, I can play guitar, I can do a lot of different things that could be a potential career path for me. But as a believer, you know, I guess what I'm saying, I don't want to commit my time full force to endeavor not really knowing if that's really what I'm supposed to be doing with my time. So I'd love to hear your perspective and how you would narrow down, you know, what it is that you're called to do or how you discovered that or fell upon that or were able to confidently pursue the thing you felt like God called you to do? I love the show and listen to it all the time. And I really appreciate your perspective on this one. Thanks Andy, bye, bye.

David: So there you go Andy, that, you and I were talking before we starting recording on just about that issue. I've had personal experience with that, you have. I know you were saying a minute ago that it might be an age thing.

Andy: I don't think it is though. Because I have gone through several incarnations as an adult, right.

David: Andy version 1.

Andy: I know, I wonder if I'm still narrowing down my career path. And I think there are some guiding factors. I think that, an overall guiding factor is, where do you provide the most value? I think that is a huge thing. I think it is important to like what you do, but I also think that if it's only you liking what you do, then it might not be a lot of value there. And if there's not a lot of value there, you know, having hard time making a living or a hard time connecting long term. And so I

think that probably the number one thing has to be, where do you provide the most value, what skill set do you have, what mind set do you have, what do you have and what are you, that provides the most value. It's amazing to me that I see sometimes people go, I'm definitely, I'm going to be a singer. And it's like people you see on American Idol and you think, did nobody ever bother to tell you, you can't carry a tune? I mean, good grief. And I mean, I have people who come up and they'll say, God told me, I'm going to be a famous singer, God told me. And I want to say, you know, I'm not sure God told you that. Because I think that if God had told you that, he would've also allow you to carry a tune, right. Because if God had told you that, he would've also allow you to carry a tune, right. And so, and I really, and I'm not kidding when I say this, I think one of the biggest struggles that we have is who am I listening to? Am I listening to God or am I listening to myself?

David: My own desires.

Andy: Yeah, my own desires. I mean, who am I listening to?

David: And I think a part of that also plays into, is this your career, your vocation, as Chris said, the career path? Or is this just something you like to do and it's a hobby? And there needs to be a distinction there. Because like you said, if it's not something that provides value to other people, and you're not making connections, you're not building relationships, you're not offering anything to others, you're not furthering anyone else's life, that might just be a hobby. You might need to go a different direction for you, "career".

Andy: But I think and I agree with you, but I also think that people, especially in today's world, can take what most people would look at as a hobby, and I think they can find value for other people. Now they have to prove it, right. We've talked

about this before, what would you do if money were no object? What would you do if you woke up tomorrow and money were not a medium of exchange? You just woke up and you could stay where you want to, go where you want to, eat what you want to, drive what you want to, what would you do, what would you do every day? What would you do with your time? And that's probably the thing you're most passionate about, the thing that you enjoy the most. Ok, when you figure that out and that's usually pretty easy answer for most people, the next question is, what value does that have for other people? Now here's what I'm doing, these three questions are designed basically to help you create a business of your own out of something you love. It's kind of a variation on this question Chris asked, I guess. But he asked, how do you narrow down what it is that you're called to do? And I think that the way you narrow it down is, where you can provide the most value for the most people? And I think it's just coincidental that you can also create a business by providing the most value for people, right. I mean, what is it that you love to do? Ok, now what value does that have for other people? I'm not saying how can you get a job doing it, I'm saying what value does that passion have, what value does that knowledge, that activity, whatever it is that you're doing, what value does that have for other people? And then the other part would be, prove it. You know, I was talking to somebody the other day and they had gone to New York to be an actor. And they left right out of high school. And they went up there. And I talked to this person briefly but then I talked to the parents and of course the parents were, wow, he's really struggling to make any money, he's doing waiter jobs, he's doing everything he can do to just make enough money to live there. And so, I hesitate to say this, on this podcast, I guess, because I didn't say anything to them about it because I didn't think about it when I was right there, I was thinking about it later. And maybe if they're listening to the podcast, they'll hear this. And maybe if they don't listen to our podcast David, they don't deserve to know it. But here's what I was thinking. I was thinking, you know, if

people will consider what they know and what they do, there is a ton of value that we can provide for other people. And so I thought, in the world in which we live, with internet access, and websites, as cheap as they are to build and maintain, and email, and this kind of thing, I can't tell you how many people over the years that I have heard about, that went to New York to be an actor. Or went to Los Angeles to try to break into show business. I mean, hundreds. And if I have heard of hundreds, there's got to be hundreds of thousands, right?

David: Yes.

Andy: And so, I happen to think, I hear the same story from every one of them, which is, they go up there, they don't really know anybody, they don't know how to get a place to stay, they don't know where to get a job, they don't know what to do, they don't know how to find an agent. They don't know how to get on these auditions. And it occurred to me that this young man whose parents I was talking to, I talked to him briefly, it occurred to me, this young man has gone through all this and while he is still struggling with it, he sure knows a lot of the answers. I mean, he knows a ton of the answers. And so why wouldn't he, with those answers, those answers can create value for a lot of people, so why wouldn't he create a business that is a website or a little consultation type of thing, maybe a package that somebody. I mean if you were gonna move up there, wouldn't you pay 30 dollars or 25 dollars or 50 dollars, wouldn't you pay to have somebody have prepared for you, here's what happens, here's where you go, here's what you do, here's what you can expect, here's an address you need to go for this, here's somebody you can contact for this. I mean, I think about it and good grief, the guy could make a fortune just.

David: Just giving the answers away.

Andy: Just doing those answers. Because that would be something that he's passionate about and he's still in the hunt. And you think about it, it could be some subscription based thing, because you know he's finding out new stuff every week.

David: It's going to change.

Andy: And so, I mean, wouldn't you, if you were in that position, I mean, would you pay 5 dollars a month to be on the list of all the new stuff being found out? And so, I'm just saying, if we'll use our imagination and figure out how to create value for other people, I mean, it's basically what Austin did.

David: Absolutely.

Andy: Austin found that challenge, of the people who couldn't get their citrus trees to produce fruit, and so he knew how to do it, and he knew they didn't have the knowledge and didn't have the time to deal with it. And so all he did was create value for those people and turn it into a business, and now he's looking to hire somebody. I mean, this is a 15-year-old that's a job creator now.

David: Yes, absolutely. And that's a great distinction. Andy how did you figure out that you wanted to write a book? You've written many books but how did you start of?

Andy: You know, that's why I say, it's curious that Chris says, how do you narrow down what it is that you're called to do? I'm 55 and this is just another, I am at a

point where I feel like, everything I've done in my life has put me in a position to be able to do this well.

David: Yes.

Andy: You know. I mean, there was a time and I hear people say, well how do I know where God is leading me? I think a lot of times that pathway opens, we have to use the wisdom that's available with counsel, with wise counsel. And I look at, well I mean, years ago, I was a comedian, and working as a comedian, I now look at what I do on stage, and I'm in some demand I suppose, as a speaker. And so it's funny I told Polly one time, it's kind of funny to me that people respond as they do because it's not necessarily that I'm all that great or anything, but there's not many people who do what I do. You know, almost any speaker can tell a joke, but very few speakers can deliver serious topics with humor. Ok, well you can say, did Andy, did the comedian thing just not work out or was it something that was used as a platform to get to a particular place where he could be different and do something different. And if you've read *The Outliers* book, by Malcolm Gladwell, and Malcolm Gladwell talks about the people who have been very successful at certain things, have had 10 000 hours doing it. That was something that he found, that was something in common. And when I read that, I thought, wow, I have definitely had 10 000 hours on a microphone. And it was funny because of the way all that occurred, came about in the different things that I did. You know, I hesitate to say this because people would, some people say, gosh, you didn't like working on a cruise ship? I mean, I have tons of stories about this, but for a long time, I worked on a cruise ship's. And there was a period of time that I was on a particular line, that, it was pretty rock bottom, and while my friends thought, oh my gosh, he's on a love boat, it was not a great experience at the time. I mean, at the time, I was like, I didn't have anything else going in and Robert and I were just grateful that I was getting some money and that we were able to survive. And

believe me, it was not much money. I mean, literally, I can't remember honestly, if I started at 350 dollars a week or 400 dollars a week? But 400 dollars a week, that was back when 400 dollars a week was not a lot of money, you know. And people thought, I know my friends thought, wow, he's an entertainer on a cruise ship. Well, I was entertainer, I was doing like 5 or 6 shows during a week. And I was also calling bingo and calling horse races, and sitting in the library checking games out. I was at the captain's party and I was the one waving goodbye when people would leave on tours. I was the one saying hello when they would come back. I was literally working 16 hours a day. I was out on a back deck and I was MC-ing the pillow fights over the pool. But here's the thing, as crazy I thought that was, oh my gosh, it seemed horrible to me at the time but I look back, you tell me where else you're gonna go, where you're in front of a crowd, 12 to 16 hours a day on a microphone?

David: Yes, 7 days a week, on a continuous cycle.

Andy: Right. And boy, you talk about training, and this is why people say, you seem so comfortable on a stage, you seem like you have something to say. Listen, it's almost like everything could've happened has happened. I have figured out a ways, something to say about something. But all that was training. And so I think that we were able to move along and I hope we answered Chris's question. But I think as doors open and we walk through them according to what we believe with our moral and spiritual beliefs and what we will be a part of, what we would not be a part of, I think that we can move along with our gifts and our passions. And if we keep our eye on creating value for other people, I think God can use this in amazing ways.

David: Absolutely. I think that's a great answer and a great question. Chris thanks so much for calling in, and leaving that voicemail. If you'd like to be a part

of a future episode, we would love to hear from you. That phone number 1800 726 2639, leave us a voicemail with your question for Andy.

Andy: And we'll go with this, *Slow, exciting and new, come aboard, we're expecting you*

David: I'll bet we'll get a question about your most crazy cruise experience. He'll be here all week folks.

Andy: Good grief, did I ever hear that song a lot.

David: I'm sure. You could never want to hear it again. Alright, Andy, thanks for your time. We'll talk to you again next week.

Andy: Alright thank you.

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

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