



Podcast Episode 198
Unedited Transcript
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“How to Create a “Wall of Influence” That Inspires You Every Day”

Matt Lempert: Alright, let me start the clock here. Alright, here we go, with number one, The Influence Wall.

David: Hi and welcome to In the Loop with Andy Andrews. I’m your host David Loy. Andy, we’re in a very special place today.

Andy: Yes, we are. Welcome to the innersectum.

David: We are sitting in your office. This is so, this is different first off all, a lot of times we’re recording and we’re in different states, sometimes you’re in Nashville and we record up there.

Andy: We started doing more up there, because I love doing this just sitting across from you.

David: Absolutely, and we’re doing that today. We’re going to record a few episodes today, but we’re sitting in your office. We’re actually in the place where you do a lot of different things. This is where you do all of your creation, you do all of your thinking, you're communicating, your computer is here, you’re doing all of your stuff on a regular basis. But I got to tell you, I’ve never been in an office like this, this is shocking.

Andy: You're just trying, it's the nice way of saying, this is pretty weird in here, because nobody comes in here. I mean, I don't have an office that, you know, I don't do business deals in my office, you guys do that up in Nashville. I don't sign contracts or anything in here. I don't negotiate with anybody in here. I mean, really, nobody comes in here, S.B. my assistant, you know, is in here occasionally and Polly and the boys.

David: Right and let me tell everybody that's listening. Whatever you're picturing as an office, this is not it. This is not. Stop thinking. Yes, there is a desk and yes it has a computer on it, but I feel like that is.

Andy: There's two desks.

David: Ok, there's two. Yes, we're sitting at a desk right now. But you also have your desk and you've got walls full of, surrounding the entire office of bookshelves. And all of those shelves have different things on them.

Andy: I'm picturing Polly as you're saying and as you're looking around this, I'm picturing Polly rolling her eyes. Because you know, sometimes people come here and they'll say, can I see your office? And Polly will roll her eyes and says, we haven't got time for you to go down there. They say, come on, let me just go. And Polly says, ok. There's a thirty-minute limit on it or something. Because I'll come down here sometimes, occasionally with people and it's like a two-hour thing, just to try to explain something.

David: Well I was going to say they are common bookshelves but they're really shelves, but there are a few books on the shelves. You have a library of books in a different room. But on these shelves, in this office, are literally thousands of different items. And I don't even know where to start but let me just start at the

beginning. When you first walk in, there is a section of the shelf that seems to have a lot of different pictures, I see a picture of your and your dad.

Andy: My influence wall.

David: Your influence wall.

Andy: I can see it when I walk in and when I'm sitting on my desk working, it is the main thing in my line of sight.

David: I did not realize that, you're right. Ok, so you're sitting at your desk, you can see, if you're looking straight ahead, you can see this certain section.

Andy: I see every picture in that little cubbyhole thing there.

David: Ok, I see a picture of you and your dad, I see a picture of your mother, right next to that. A picture of Polly, Robert is there as well, I see a bunch of other people. What is, talk to me about what is your influence wall, why you have this?

Andy: The reason I have this is because I am very aware that whatever it is, couple of things, there's a couple of reasons for this. One is, I have said for a long time, that I have been around some people, who are very successful in entertainment, some people who are very successful politically, some people who are very successful in business, some very successful in you know, speaking and writing. And they peeked out, we all know people who, they have books, you know, if we get into a conversation about that author, we say, you know I loved so and so, love so and so, I just, I stop reading his stuff or I stop reading that or I quit watching the movies he produces, because we realize that somewhere along the line, it either turns silly or derivative or it was kind of the same thing, you

know, can you say the same thing five thousand different ways and try to sell me another book? And you know, you get to feeling a little put upon. And I've also been around people who for a lack of a better word, I mean, they were very successful and they turned kind of monstrous or something because there was nobody in their life that could tell them, hey you're acting kind of an idiot, you're acting, you seem to think you know more than everybody who's ever existed.

And so I don't know, I have seen that so often that I really attempt knowing that I'm in a period of my life where, you know, I've had some success and I feel like I am helping people. But I'm also very aware, I appreciate so much when people come up and they say, man, you changed my life, you changed my family or I was going to do this and now I'm doing this because of you. I always am very much in my mind in that moment saying to myself and a lot of times I say it to them, I say, you know, I appreciate you saying that but man, I'm just learning this stuff just as hard and fast as you are right now, I'm just a dad, I'm a husband, I'm a friend. And you know, I'm honored to be able to present this and I'm learning it but you know, I'm learning it just as you can learn it and I'm depending on you to continue on and learn and connect with me and tell me what you learned so that you can teach me. And I'm just very aware and I don't know if anybody ever thinks about this and I know that a lot of these people who are very successful that I have been around, I know they don't think about it. But it's an odd world that you live in when people are always saying, you're great, you're so great, oh my gosh, you changed my life, you're great, can I do something for you, can I get you some water, can I get you a cup, are you ok, is it cool enough here for you? I mean, it's an odd world and if you're not prepared to deal with that, I can see how you can easily turn into just a total idiot. Because I have seen people who, they now live their lives going, you know, it's not cool enough in here for me and you know, this orange juice is not the right temperature, as a matter a fact I am not very happy.

David: Nobody's keeping them in check.

Andy: Yeah, and like, dude, do you realize you're just killing your influence; you're just killing yourself. So one of the reasons that I have an influence wall is number one to remind me where I'm from. I want to look at that wall and I'll tell you some of these, I'll tell you who these pictures are of. There's a few items there at the base of that but it's mostly pictures on this. And I'll tell you about it. But I look at this and I'm always reminded, number one, these people, whatever it is that I am, whatever it is that people think I am or think about what I wrote or say or whatever, these people are the ones who deserve that credit, these are the people who shaped whatever it is that I am, it's them, ok.

And the other thing is, it's couple more things, one is, I look at that wall and I am reminded there's a fair amount of people up there, fifteen or so, or more, I haven't even counted it, but I'm very aware that I'm looking at a lot of people and every single one of them is significantly better than I am in many ways. And so there is a lot of influence represented in that wall. And while there's a couple of them up there that people would know who they are, but for the most part people do not know who those people are. And yet if you say, Andy you changed my life, I'm quick to say to that, well I appreciate that but you know, you read words that came to me from another source. And you have absolute, you have just as much access to that source as I have. And so these people are the ones who kept me the way I am, they make me who I am. And so they're all better than I am in many different ways and here's another thing. Every time I look at that wall, I am reminded of an umbrella of authority in my life. Every person on that wall has an authority in my life. They are an authority in my life. And there's not a single one of those people who cannot come to me and say, hey dude, listen to me here for a second, you're bla bla bla, or you need to pay attention to bla bla bla, whatever it is, there's not a single one of those people who doesn't have authority over me to calm me down,

to call me out, to turn me into a different direction, to stop me cold, not a single one of them. And the reason for that, the reason I specifically am certain that it is needed in my life, is one of the things that I look at, you know we've talked minute ago about people who I feel like, in a way, their lives, now you would look at them, many people would look at them, gosh they have a lot of money, gosh they have a lot, they can do whatever they want. But in many ways their lives are ruined and their influence has been halted. And the reason for that is because of how they act, their perception on who they are and how great they are. And you know, there are obscene authors who, they're, you know, I can think of a person right now who's, there is a book this person has written and this book is in the treasure chest for my boys, because it's probably one of the top ten most important books that they read. And yet later on, this person evidently started thinking that everything that they do is so great that people will just flock to buy whatever they do. Because they don't even, it's like, I mean, what were you thinking when you put this out? This is like nothing for nineteen dollars.

And so anyway I look at that but here's the thing, if you look at Tiger Woods, if you look at people whose lives have gotten out of control, who have had a lot of success, you know, it's not just Tiger, there's a lot of people who are like that. There's one huge common denominator, and that is they have no authority in their life. If you look at when that stuff started with Tiger, all that craziness that started, it didn't happen until Earl died. You know, his dad.

David: An authority figure.

Andy: His dad was his only authority in his life. You know I've thought several times how fortunate, I think the Manning brothers are just incredible, Cooper, Elijah and Payton I think they're incredible. But they're also very, very fortunate that Archie and Olivia are alive and that Archie and Olivia raised them as they

did. Because it's crossed my mind several times, that man, I'm glad, I mean, it's crossed my mind several times that you know, Lord please bless Olivia, that these guys have such an influence over young people like my boys, you know, Peyton and Eli. And while we watch heroes and I put that quotation mark around the word heroes, when we watch heroes in our modern day, you know, everybody thinks they're great and all of a sudden we found something out about them or they fall in a huge massive splash that's very public. We look at them and it's one more notch of disappointment against kids like our kids. And it's one more thing that they look at and go, ok, so that's the way it really is. Oh so, all this stuff that we see, all this stuff we're told, behind the scenes, this is how people really are, this is how people who are great, this is how they really are. And so, my boys think so much of Cooper, Eli and Payton, that I pray for those guys and I specifically pray and I also pray for Archie and Olivia, but I really pray for Olivia. And the reason, if you understand boys and their mothers, man, I guarantee you, now there is a good healthy fear that those guys have of Archy but in their hearts and minds, if they disappoint their momma, that would kind of be the end of the world. And so, I promise you, I have no idea what they have ever been up against, what they ever thought, I don't have no idea, but I promise you that they don't want to disappoint Olivia, it would crush them to disappoint her. There's an unbelievable and I hope I'm not, I hope I'm not getting you too far off whatever topic you wanted, but I want to explain this influence wall. And I've never had the opportunity to do this, now that I think about it. I've never explained this to anybody. But that thing, there's a good healthy fear of Archy, they don't want to hear their dad bark at them, ok. But somebody that you revere, somebody that you care about so deeply, more than some kind of bark, some kind of discipline laid out, to have somebody like that disappointed in you, if you are a person of worth, if you are a person of value, if you have anything good inside you at all, you've got to understand that there are people who put you in a position or made

you who you are, and there's got to be something in you that says, I don't want to disappoint this person who thinks I am a good person.

And so, those guys I promise you, there's a lot of things in their lives, they maybe had the chance to go this way or that way but what would momma think if she found out about this? Well there's an unbelievable episode of the Andy Griffith show, you know what a huge fan of the show that I am. And there's an unbelievable episode, one of the reason I think the show is so good is because Opie is not a kid like the kids you see on television today. Opie, when Opie was funny, he was funny because it was what a kid would say, you know, it wasn't because this was some little stand up comedian that had bright people write in lines for him. You know, he was wrong, he was selfish, he was everything and so Andy had to deal with a lot of that. Well the episode, it's called Opie the birdman, is the episode and if you'll notice right over here I actually have a bird house that was made by Everett Greenbaum, who wrote that episode. And so Opie the birdman, Opie accidentally, I mean, it was an accident and he killed a mother bird with his slingshot.

David: Yes, I remember that.

Andy: Now, while it was an accident Andy had told him, do not be shooting that slingshot up, don't be shooting at birds and stuff and Andy feeds that birds, and you leave those birds alone and don't. And so, he did, he killed the mother bird and so now there's these little baby birds out there right. I won't go through the whole episode but there was an unbelievable part in there where Andy confronted Opie and he said to Opie, he said, are you mad? I'm not mad, I'm disappointed in you.

David: Which is even worse.

Andy: And I mean, as a viewer, you just want to crawl under the couch you know. And it's also one of the greatest parenting moments I've ever seen in my life because I've got this part memories, I've seen it so many times, I've thought about it so many times. And the baby birds are outside that upstairs bedroom, right. And so it's nighttime, right. Now, I'm going to say this, I'm going to cry, surely I won't cry but this is one of the greatest moments in history of parenting that is ever put on screen. But Opie says, are you going to spank me? And Andy stops for a second and he thinks, he thinks, I don't know, do I spank him for this, is this something that deserves spanking, you know. And then Andy says, he walks over to the window and he pulls up the window and you can hear what's going on outside, and he says, no Opie, I'm not going to spank you, I'm just going to let you sit here and listen to these baby birds cheeping for their momma that ain't never coming home.

David: Uh.

Andy: Are you kidding me, oh my gosh. You know, and so there is that authority that Andy had over Opie.

David: And what I'm hearing you say, back to the influence wall, is that these are the people in your life that it would just absolutely destroy you if you found out that something that you did disappoint them. Not only they have shaped your thinking and your path in life, your family, how you parent, how you husband, but because they're better than you in so many different areas and not to say that all of them are better in every area, what you've done is picked out people that are great in several different things and you admire them so much that it will crush you if you disappointed them. And I think this is very interesting and there's a distinct difference here and I know we're running out of time.

Andy: But I do want to tell you who they are.

David: Do that very quick and tell me just in thirty seconds if you can, distinguish the influence wall from what you've talked about so many times of the board of directors, your internal board of directors.

Andy: Ok, well the board of directors are people who, and some of those guys on that wall, you know what? My mom and dad are gone, but every one of those people on that wall are on my board of directors. I don't know that they know but everybody who's on my board of directors is not on that wall.

David: I got you, the board of directors is bigger than this.

Andy: And the board of directors ups and floats.

David: And I was going to say, board of directors is, it's a concept, it's a thought you've written it down or whatever, you know in your head.

Andy: Somebody might be on a board of directors this month but in six months from now they might not be.

David: But this is permanent, these people are, people that are important in your life, this is your influence wall, people that have influenced you. Ok, so real quick, and you don't have to give a specific names if you don't want to because there are some people up there, but run down a few of these people.

Andy: Let me see, I'm trying to say, obviously right in the center the picture of my dad. And he's somewhere and he's holding me. And I look to be nine years old, eight or nine, I don't know. But I see in my face this kind of like, what's

happening, kind of fear type of thing. And my dad, I'm in my dad's lap and we're obviously, we're in public somewhere and my dad's wearing a tie. And my dad has his arms around me, in his lap and my dad's looking down at me and kind of laughing. And it's like my dad's kind of saying, I got you, you're fine. And then there's my mother there, right in the middle there's Polly, and a beautiful picture of Polly with Lucy, the Dalmatian that we had for fourteen years, Polly still thinks about Lucy. I do too because Lucy's been dead for seven or eight years but sometimes I'm like being in California and I'll pick up a piece of hair and kind of go, oh Lucy. Part of the reason we have Carver because Carver does not shed. Alright, so then some of the people that you might not know. Well there's Robert, right in the middle too, the Robert D. And those are the obvious choices. Let me see, I'm going to go from one corner and then kind of cross. Mike Jakubik, Mike is not only the funniest human on the planet, he's one of my best friends.

David: Which is funny for me to hear you say that about somebody else. I'm sure other people are laughing too.

Andy: I'm just telling you he is, and great, great parenting mentor for me. For a long time I would call Mike, alright dude what do you do about this? Mike is awesome, just a great friend, lives in Phoenix area. Kevin Perkins, Kev, you've heard me talking about Kevin a million times. And Kevin, it's odd to have been best friends with somebody in high school that you're still best friend with years later. Tyler and Marianne. We call him by his last name, it's actually Jerry Tyler and Marianne Tyler. You know them?

David: I do, great people.

Andy: He's the minister of music at Roswell Baptist church in Georgia. And so there are some of my favorite people in the planet. But they're the family members

of mine, she is my cousin, my blood and I don't have many blood relatives. But they are huge in my life. There's Mike and Patt Reed, a great influence in my life. There's a Todd Rensberger, Todd, you might have heard me talking about Todd, Todd's the best buddy, he lives in Gainsborough, Florida, commercial real estate, just awesome. Todd and Brenda spend every New Year's with us and several times a year we see each other. Sandy Stimpson, Sandy's like a big brother to me. Sometimes I'm a big brother to him and we're like very close friends. Sandy's the mayor of Mobile, Alabama. Sandy has a worldwide influence and I have rarely met a person that I felt is as determined to be true to God and to be honest and to do what is right. He is a massive mentor of mine, in parenting adult children. He and Jean are just awesome. Let's see, I'm looking down the corner. Oh there's Miss McLoyd. Miss McLoyd is a little African American lady, she was my eighth grade English teacher, first person ever to tell me, outside my family, that I was funny, that I could write. And there are many references to Miss. McLoyd in my books you'll find. In fact, *The Kid Who Changed the World*, I had them paint Miss McLoyd into one of the illustrations because it is Miss McLoyd who is teaching George Washington Carver in the book.

David: And we have mentioned her before. I remember us talking about her and the powerful influence that she had on you at such young age.

Andy: Every time a book comes out, I send it to Miss Mclloyd.

David: Did she show up at the event last year?

Andy: Yeah, she's still in Dothan, Alabama. And I'll tell you funny thing about Miss McLoyd, I was in the eighth grade, obviously I thought she's this old lady, she's an old lady. And then after years of being away, I saw her again for the first time in years and years. And I realized, oh my gosh, she's only like eight or nine

years older than me. You know, she's not an old lady, I was just in the eighth grade. But Bob and I still talk about, Bob's a great buddy from Dothan area and we still talk about Miss McLoyd. You know, I have another thing over there, Kevin Perkins, that Kevin, where he works, he is the only person in this place, a heart of engineering, there's hundreds of employees and all and Kevin is like, he's the guy who manages all the projects, to make sure like, ok you've got a crane here well don't go rent one here because you've got one right here that's not been used for a month, he coordinates all that. And so Kevin is the only person in the history of that company who has been the team member of the month and on the cover of the magazine twice. And his son Judson has been on the cover of that magazine as team member of the month. So, great parenting, great parent. Are you hurrying me?

David: Yeah, we're almost out of time.

Andy: I got to tell you I'm sorry, you know, to get on the influence wall and not to have you name mentioned if asked about the influence wall. Joe and Foncie Bullard, both of them for different reasons. They are just huge in my life. Joe Bullard is like Sandy Stimpson, like a big brother to me. And Foncie is just a huge person. Then there's Billy Sarton, see the old man with a golf club? Billy is, you know, he, gosh I could do a whole episode on Billy but he's been dead for many years but Billy was really a massive influence in my life, he and his wife Margaret, when mom and daddy died. Then there's Dick and Kathy Rollins from Columbus, Mississippi. SPE, I couldn't say enough about Dick and Kathy, they have been, you know, Dick is eleven years older than me and his oldest son Brad is eleven years younger than me. So I spent every Christmas, every holiday until I got married, I spent every Christmas, every holiday, with Dick and Kathy, and Brad and Todd, in Columbus. I would go wherever they were after mom and dad died. And in fact several years after we were married we spent Christmases with them.

But you know, Dick is eleven years older than me, Brad is eleven years younger than me, so we always laughed. You know, you might be like my dad or my big brother. And so, but just continue to be a great influence in my life. Than P.C., S.B., the ladies who are in my life here at the house. There's Jim and Mary Pace. Jim has been very, a great influence, spiritually to me. Oh, Liz and Bob McEwen, godly man, I have learned so much. But Bob's like, you know, I consider myself fairly historically astute and I am just a moron compared to Bob.

David: He's an extremely intelligent person.

Andy: Patsy Claremont, there's Bill and Gloria Gaither. Patsy Claremont, you know speaking, she's the best female speaker I've ever seen in my life and one of the top three speakers I've ever seen in my life. And I'm not saying she's not number one, it's just that that top three kind of floats back and forth.

David: And we've had her on the podcast. She's amazing.

Andy: And then Bill and Gloria Gaither, huge influence in my life, both of them. I think Gloria may be the wisest woman that I've ever. And I also have a picture here of Gloria Gaither sitting on the swing in our backyard here, like a porch swing, and she's holding her grandbaby and Polly is on the ground, just like sitting there on the ground at Gloria's feet, talking to Gloria. And I love the idea that my wife is listening to somebody. I love the idea that my wife is listening to somebody that both of us think is so hugely wise. And then let's see, I've got a thing from Joan Rivers, there at the bottom. There's Brian and Vicky Backen. Brian and Vicky, you think, who are your neighbors, who are your next door neighbors ever going to be, they come in and out, in and out of your life and man, Brian and Vicky, God put these people there. They're from Canada, we got to watch them

become American citizens. This is just, Brian is like a brother to me and so these guys, just unbelievable.

David: And I heard next-door neighbors, our next door neighbors.

Andy: And so then there's the thing from Joann Rivers that, you know, I toured with Joan Rivers for a couple of years and Joan taught me a lot about how to treat people. And so anyway I was on her first Fox show, after she quit Carson, I was on her very first Fox show. And so they gave her, the staff gave her this thing that says, good luck and it has the date and it was like desk thing, has her name Joan Rivers. And I stole it. So I still have that. And then I have a little, I'm almost through, my momma's Bible, my dad's Bible and my dad's Him book. My dad was a minister of music. I have a coin there that Joe Bullard gave me that is very important. I have a Christmas decoration that you see, it was one of our favorite Christmas decorations. And the Isaac's were here and they were in our living room and they were practicing their Christmas stuff before they were about to go out on tour and oh my gosh, Polly and I were listening to this and the boys were there listening to them, Jimmy Yeary was there with the, Jimmy's the guy who wrote I drive your truck, just awesome buddy. And then Big Ben backed into our Christmas tree and broke the ornament. He broke it. And so there it is, it's broken. But I made Ben and the Isaac's sign it, so I've got this broken ornament there.

David: I know how often you listen to their stuff so of course they're influencing you.

Andy: Then I've got, last three things. One is, I have a Dove award.

David: Now that doesn't make any sense.

Andy: Yes, it doesn't but the Gaithers Wes Hampton and all these guys, they have so many Dove awards. And I would say to them, you know how many Dove awards I've got? None, that's how many I've got. You know they don't give Dove awards to people like me. How many do you have now? Where are you putting these things? And you keep them under your bed, do you like bury them in the back yard, use them for anchors? What do you do with all your Dove awards? How many thousands are you up to now? So one day, Wes Hampton and the Gaithers, they gave me one of their Dove awards and they said, here, you've got one so shut up. And so I got my award and the last two things are books.

I have a book by Winston Groom, that's signed on the cover to me, it's Forrest Gump, because I think that is the funniest book I've ever read in my entire life. It's awesome on many different levels and it's one of the very few books. The book, you liked the movie? The book is about a million times better than the movie. And I've read that book six or seven times. And I can count on one hand the books I've read twice. And so that book's hugely influential to me about how to tell a story, how to make people. I mean, I laughed out loud when I read that book. The first time I read it, I was like, she's freaking. And so that is an influential book to me and Winston is because of that book. And then the other one is Max Lucado, book that he signed the cover there. Because Max is a huge influence on my life, with his writing and with his personal life, how he lives and who he is. And so there you go.

David: That's amazing. Andy would you as we wrap up here, is this something that we can challenge people to maybe start creating their own version of an influence wall?

Andy: I think it would be smart. It doesn't have to be like this but I think to have something that you see every day, that reminds you, of you know, you're

successful, you've done some amazing things. Ok, but without these people, you're just kind of nothing. I'm nothing. Whatever it is that you think I am, I am an amalgam of those people and their thoughts and their prayers and their gifts to me. And so who is it in your life? And those people are probably the people who you care very much what they think about you. You care very much and they, if you will, you know, successful people, we've talked about how Tiger, everything started falling apart when Earl died, I find that as people become more and more successful and they get older, obviously a lot of their natural authorities in their lives are gone, they die, they're living in another State, or whatever. And it is critical that you, I want to say, artificially create, it's not really artificial, you just have to intentionally create an authority in your life, because the odds are not good. I mean, history does not play well when we talk about people who have no authority in their life and then there's just so many things. And I think that this is something that you can sit down and you know, over a period of several days, just take a little piece of paper and start jotting down, talk to your spouse, talk to your kids and say, who is it, who's made our family, who it is. And frankly I'm looking at this right now, I could have put a couple of people and I've got pictures of a couple of people around this office that I never met, they died before I was born and yet they have been an influence in my life.

David: Absolutely. It's a great idea, it's a great challenge. If you're going to put together influence wall out here, snap picture of it and send it to us. Email it to intheloop@andyandrews.com. We would love to see what you create because this is an amazing practice and clearly something that Andy, that keeps you in the right perspective. You talk about perspective all the time and this keeps you in the right mental state. You know, we're going to do a couple of other episodes today and Andy as I'm looking around your office, I'm seeing that this is, like we've said

a unique environment. And you always talk about thinking and choices but the God's greatest paradox is what you call it.

Andy: Thinking creates our choices, but we can choose how we think.

David: And you have chosen to create very unique but very intentional environment here in your office. So, let's make another episode about why you have designed your office the way that you have?

Andy: Unless we're going to make it really long, we need to make several episodes...

David: Ok, fantastic, let's do that. Andy, thank you for your time. Thanks for having us, hosting us in your office. This is amazing. If you want to, again, that email address, send us your pictures of your influence wall at intheloop@andyandrews.com. If you've got a question for Andy for a future episode give us a call at 1800 726 2639, tell us your name, where are you calling from and your question, and we'll try to get to that on a future episode. Andy we will talk to you next time.

Andy: Thank you buddy. Thank you so much.

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