



Podcast Episode 199
Unedited Transcript
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“How to Shape Your Environment to Achieve Your ‘Best’”

David Loy: Hi and welcome to In the Loop with Andy Andrews. I’m your host David Loy and Andy once again, we’re sitting here in your office. This is so, it’s different, it’s fun.

Andy Andrews: It’s odd, I know.

David: Exactly, I can’t tell people enough. Whatever you’re picturing...

Andy: Organized trash.

David: Exactly, ok, so, we’re kind of keeping this theme going because I think this is so important for people to hear, to learn more. Everybody is seeking wisdom, anybody that’s listening to this, I’m assuming that, if they’ve listened to anything that you’ve said, read anything that you’ve written then surely at the core of that is that people are just trying to be better. They’re trying to learn more. Your mission is to help people live a life that they’ve always wanted to if they only knew how. So just kind of making that assumption that if you’re listening to this, you are eager to learn and that you are seeking wisdom. Andy you’ve talked several times that one decision in Seven Decisions, I will seek wisdom. So many times people put the influence on wisdom.

Andy: I did it for a long time. That’s why I put it in the book.

David: But what's the most important word?

Andy: The most important word is the seek part.

David: The seek part.

Andy: I mean, wisdom in a way, it can be considered kind of like a rock, it just sits there until you find it and figure out what to do with it.

David: Yes, that is our assumption. If you're listening to this than we're assuming that that's how you are approaching life. And Andy I want to dig a little further into the ways that you seek wisdom. We're sitting here in your office and for somebody who doesn't see this every day, you see this every single day of your life, so I'm sure that you don't even know what I find odd, the things that you're used to it. So, I'm an outsider looking in and I walk in and I see, we mentioned it before but I see thousands of just random different things. I see a bottle of soda, I see dozens of picture frames of people that have influenced you. We previously talked about your influence wall. I see obviously lots of books. I see a pair of shoes. I see, you know, just random things that you wouldn't call them trinkets, you wouldn't call them junk.

Andy: What is that over there?

David: I see a, it looks like a bottle in chain.

Andy: Yeah, that's one of my favorite things to show people. Anyway, go ahead.

David: But what I'm saying is, I've been around you in some way, shape or form for over a decade now and I have learned a ton, but one thing that stands out in

my head about you, is that you, everything that you do is intentional. A lot of people would walk into this office and say, wow that's just a whole lot of junk. That's just a whole lot of random stuff, maybe he's a hoarder, maybe he's a collector. Maybe he doesn't want to.

Andy: Hopefully it's late down in L.A. and nobody's going to think I'm a hoarder.

David: But what I'm saying is that everything that you do is intentional.

Andy: Well, you know, we talk a lot about the thinking is the foundation of everything. A lot of people believe that it is the choices. But if your choices are the foundation of your life, you're just flipping coins. You know, I mean, make good choices, what is that? Unless you know where, unless you know how to make good choices and how choices are even created. I mean, forget good or bad choices, unless you know how choices are created, you can't make a good one or a bad one with any consistency. And so, to know that your thinking is at the bottom of everything and it's such an amazing paradox that our thinking determines our choices and yet God gives us free will. You're able, our thinking determines our choices but you can choose how you think. And you choose how you think by you choose the people you're around, you choose what you watch, you choose what you listen to, you choose what you read.

David: And in the case, in your office, you've specifically and intentionally chosen what you've surrounded yourself with.

Andy: I choose my environment.

David: So talk a little bit about, a lot of people are not intentional with their surroundings, with the environment that they create, why for you is a physical,

why are items important and why have you chosen to surround yourself specifically with so many different items? These are all, but one thing that stands out in my mind is that these are not thoughts, this is not hypothetical, this is not just in your head, these are not even things written on a sheet of paper. You have surrounded yourself with physical items that you cannot, physically cannot get away from if you're in this office. Why have you chosen to do that?

Andy: Because your environment, you know people have made excuses for themselves and they've made excuses for other people forever, because of environment. Ok, don't you know the way he lives, don't you know where he's from or don't you know? And so they made excuses forever about environment. And yet there is a control certainly as an adult that you exhort over your environment. And you are never trapped. I mean, you may choose to, you may choose to think you're trapped, ok, but you're never trapped. I give you and this is kind of funny little thing, I don't know if we ever said this before, I told you this big D but, you know sometimes when I'm on television and especially when I'm up in New York and I'm on Good Morning America or Fox or NBC or CNN or any one of these things, one of most common things they say to me, knowing my past history, knowing that I lived under a pier. It's weird to me that people will say, these news people will say, you know, having been a homeless person. Now that kind of bugs me right off the bat, because I want to say, look, I was homeless because of economy and because of thinking, you know. But there's no pathology involved. I wasn't addicted to anything, I didn't have mental issues, I mean, you know what I'm saying. A beer wasn't an issue.

David: That's what I was going to say.

Andy: Don't disagree with me on that David. But people say, you know, knowing that you were homeless for a time, what advice would you have for homeless

people of today? And you know what is the first thing that always comes to my mind? I don't ever say this but I know it sounds like such a smart-like thing to say, but the more I thought about it, the more true it is. It's what advice would you have for homeless people on the streets of New York City right now? It's February and there are people who are homeless, what advice would you have for them Andy? And I want to say, my advice would be, get out, leave, move South. I mean, why in the world are you living on the streets of a city that's twenty degrees in. Go to the South, go where it's, if you're going to live outside, live where it's warm. If you're going to live outside, go to a city where there aren't a million of you, ok. Because I guarantee you, I will guarantee you, if you are a homeless person living outside in Andalusia, Alabama, there's about twenty churches that would compete for you to be the ones that helped you and got you a job, and got you clothes and get you inside. But there's a million of you there, people are not even seeing you. Ok, so choose to.

David: Be intentional about it.

Andy: Yes, so we choose our environment, right.

David: Absolutely.

Andy: And as adults we choose the environment in which we work, we choose our environment. And so, you and I know because Matt and you and I talked before we started this, that what we want out of this, our purpose for doing this particular episode, is that people be empowered to create their own environment in, that will affect their thinking, in the way that they desire to affect their life. And so if you're listening to this, listen with intent because I want to explain to you, why, why, this is huge, why, not how I did it, not when, I want to explain to you why I have created this office as I have. And you're right David, it is because

the objects in here spur a specific thought. Everywhere I look, there is a specific problem represented, specific, and those problems are represented or problems that have been overcome, ok. Everywhere I look there's a specific person represented there, there's a specific event that is represented.

David: And I'm interrupting sorry.

Andy: It's fine.

David: Matt and I have had the honor of coming down here a few different times and we know that with everything that is on these shelves, there is almost all, 99.9% of time there is a story with it, because that's how you think, that's everything has a story attached to it.

Andy: That would be a hundred percent of the time.

David: A hundred percent of the time. And I would say that a hundred percent of the time, at least for me in my experience, there is a lesson learned from each item here. And so Matt and I, any time we get to come into your office, it's kind of a new game, what's new, what's in here this time that wasn't here last time and what's the story that goes along with it? Because we're trying to learn too. I mean, I think that's a good reminder point for everybody, that we're on the same journey, we're all, Andy you included, we're still trying to learn everything that you're talking about.

Andy: Oh listen, truly, if I am of any value to people at all, I think that my value, if you want to read something I've done or come hear something I say, the value that I really think that I bring to you is that by the time you and I get together, if you read the run newest from me or if you hear the podcast that was just done

that day and you're going to see me next week, there will be something new. Because I am learning and seeking as hard and fast as I can.

David: Absolutely. And I've been around you enough to know that that is a true daily activity. You're seeking and praying every day for new things, to be revealed and to new ways to help people. And what's the thing you always say, I can't phrase it the way that you do, but your prayer is to be able to explain.

Andy: Lord help me understand things that you want your people to understand. That if they did understand, they would live the life, they would live the life that is the best. And God give me simple ways to explain complicated things that are confusing people.

David: That's it, simple ways to explain complicated things.

Andy: So, when I look at this office and I think about you as a listener and I think about you as my buddy, a lot of times when we're doing this podcast I think about the people that I know, buddies of mine that I know, listen to this. I think about Charlie Cooper in Atlanta, dr. Charlie Cooper and I think about Kevin Perkins and I think about Todd, and I think about Mike, I think about Sandy and Joe. Because I think about them because I want to help, I want to help them, ok. Now in many ways these guys are so far ahead of me, ok. And so we kind of a lot of times, as buddies play games, hey think about this, think about this, because we want to make each other better, alright?

But if I think of you as a listener and one of the most important things I would tell you in your life, so that you could control, you know, what, if you understand that your thinking is the foundation of everything than you will also understand that, that gives you, because God's giving you a free will, then if your thinking

determines your choices and you can choose how you think, that gives you control. You know, it's in your hands baby, you can control it. So, you want to control your thinking, you want to choose your thinking. And if you can choose your thinking, you want to choose the very best thinking. Well, you want to accomplish the best, you want to achieve the best. You want to be as a parent the best, as a spouse the best, as a civic influence the best, as a friend, in your relationships, the best.

Ok, so obviously that is something that you work toward, that is something that we work toward. And so, if we're working toward it, what state of mind produces the best from us. You know, in my office or in my life, the most important things that I do is write. Now, don't roll your eyes David, I know that you and Robert like, are you going to write? Well there is some kind of weird balance that and I'll admit, I'm horribly out of balance right now, but there's some weird in this area, some weird balance that I have to hit in learning stuff and in writing what I have learned.

David: But I would assume there's also a bridge in between those two, because you have to be able to process and understand and then relay what you have learned.

Andy: And I know and that's been my reasoning for years of why, you know, the publisher, for a long time, they'll say, want a book a year, we got to have book a year. Because of branding purposes, if we're going to brand you, if we're going to get. Well I see that as a huge trap. Because I see that as something that, yeah, you can sell a ton of books that way but somewhere along the line, you're going to hit a couple of years that you ain't got a lot to say, alright. And so you go ahead and you keep putting those books out and then you become one of those kind of people that go, yeah, I used to read those books. Yeah, he's got, you know, man those first

three or four, they just changed my life but after that it's just kind of derivative. It's derivative because you know, that author allowed the publisher to say, we need a book a year, we need a book a year. What you're writing, it is due October 15 of every year. Ok, well, go try to learn as much this year as you did four years ago and have that learning peek at October 15, I mean, come on.

David: Well, that's like and this is, and this is tangled, I'm getting of topic a little bit, but what do you say about the comics, like a comic comes out and hit it huge, with an amazing routine.

Andy: Yeah, everybody, if you want to get the very best material, you want to get the best album of a comic, get his first one. Ok, because his first one, Jeff Alan and I talked about this so many times because that first album is, it has taken this guy a lifetime to accumulate that material and to say it in the absolute perfect way, alright? Now that material is so great that immediately the recording company meet with the manager and say, alright, come on, we've got to have a follow up. Ok, so, now you've taken the entire lifetime to promote this stuff and for the next one you have six months.

David: Twenty years to create one hour, now you have six months to do it again.

Andy: Yeah, to think it's going to be as good. And so I know that I do not make as much money as I could make and part of that is because it's been a constant and intentional refrain from you and from Robert and from me, we are not going to put out stuff that is not of very high value. And if that means, and you know, people do, they say to me, there's a lady at the airport that I run into and every time I see Ann in the gift shop, you got a new book, you got a new book? I'm sorry, I'm working, I'm working. Well, you know, honestly the only reason she wants a new book is because the book she has read, they've helped. Ok, well oddly if she

had as many of my books as she apparently wants to read, she'd get sick of them pretty quick because they wouldn't have much in them.

David: They wouldn't help.

Andy: And so, I know that I'm out of balance here at this point in my life, in this area, because I have been having so many breakthroughs and learning on such a strong and fast level that I have a lot more to write than I had written at this point. And so, time to sit down and actually put it down.

David: Well that's what's so encouraging from this side, I think though and back to the intentionality, I mean, everything.

Andy: Well it's got to be encouraging because I know for you and Robert it's also, it's like you want to melt down on me sometimes.

David: But I think that's one of the great benefits of this podcast. Is that we are getting to have weekly conversations where you're living life on a weekly basis as opposed to eighteen months in between books or two years in between books. Having conversations that you're getting to talk about, some of the things that you're learning, the parenting stuff for the last couple of years, has just been.

Andy: Robert was really frustrated the other day and he tells me, he said, you've got to find some time to write this stuff. I guess, I mean, I look at Adam and Adam's going to seventh grade so maybe in six years you'll sit down and write some stuff. But I understand it's important to be. But, and I thought about that, I thought, oh gosh, I guess I will have more time. But I also want to say, do you understand how much stuff I'm learning from Adam and Austin? And I got one shot at this.

David: Absolutely.

Andy: I can sit down and write for the rest of my life, but I got one shot at learning that stuff. And this stuff with Adam and Austin has taught me so much that has translated into money for people, business.

David: Yes, right, absolutely.

Andy: Anyway, back to the office.

David: Well, I was just going to say, let's talk a little bit more about, and I think we're going to do maybe another couple of episodes after this, about some specific items. I'd love to do an episode only on the items on your desk. This is just. You people have to hear this. So stay tuned for that. That'll be a future episode but just.

Andy: Let me tell you why to create an office like this.

David: Ok, yes, and I've got a couple of other questions but you go ahead.

Andy: Ok, the why is because you want to be the best, you want to be the best and produce the best in every area. Ok, well knowing what, I want to do the same thing and knowing what my bent is, what I have to produce the best in, I have to produce the best in writing, I have to produce the best in speaking topics, in information for the very few clients that I have. And so to do that I know where, I know what kind of thinking produces the best. I know what state of mind sort of speak. And when I am in an aggravated state of mind, when I'm in a selfish state of mind, when I am in ungrateful state of mind, when I am in a offended state of

mind, when I am in a pessimistic state of mind, could I possibly come in and create the best?

David: Right, that'll be impossible.

Andy: And so what I want to do, is I want to, if I am choosing my thinking, and I am choosing who I'll be around, I'm choosing what I'll read and that's how you choose your thinking. You choose what you listen to, you choose what you watch. But you also, probably the most important part of choosing your thinking is you choose what you will not read. You choose what you will not watch. And you choose who you will not be around and who you will not, and who you will not listen to.

And so, knowing that, I do that in every part of my life, ok. But in this office, when I come into this office to produce, nobody else is in here. Nobody really has a say. I mean, not even Polly really has, she suggests sometimes, but she doesn't come in here and put something up or put something in here, without me knowing about it. So, I am the one who chooses my thinking. And so I am going to surround myself not with what people expect when they see this, not with what others have done in the past, I am going to surround myself with anywhere I look, I mean, you see, there's some stuff on the ceilings.

David: Yes, here.

Andy: Stuff on the floor, stuff on the ceilings. And so everywhere I look, I want to produce gratefulness in my spirit. Everywhere I look I want to produce belief in where I am going. Everywhere I look I want to produce the thought of possibilities. Everywhere I look I want to produce the thought of other people. Everywhere I look I want to get a sense of history. Everywhere I look, I want to

get a sense of the future. Everywhere I look, I want to get a sense of who I can be. And you know, I could list those things forever but you get the idea. And so I really, really, if you want to create the best, I urge you. Even if you're in a corporate environment and you have to. I mean, when somebody comes in here I always laugh before I open the door, there's this little foyer in my office and I always before I open the door, I say, now let me just tell you, I have an odd office. Nobody really comes in here, this office is for me. And so everything kind of has a purpose and I'm happy to tell you whatever that purpose is if you think. But just know, this is not going to be normal.

David: This is not, whatever you're thinking, this is not it.

Andy: Whatever you're thinking this ain't it. And so, if you're in a corporate environment and you need to make your little explanations and laugh about it, that's fine, ok. But I urge you, please, for your sake, do not have the same kind of office that everybody has, ok.

David: And be very intentional.

Andy: Yeah, the decoration in your home and in your office, the decorations, you know, one of the things that people like about our house is they say, this is different. And sometimes they can't put their finger on it. But part of the reason it's different, is because, we are going for the best and we're going for how it directs our thinking. And the best is not necessarily, sometimes it's expensive but it's not necessarily expensive. I mean, I have found that you can, you know, trust me, we built this house after we, I mean, we built after the hurricane, twelve years ago. I know how much floor coverings and wall coverings and wallpaper and you know, and sheet rock and what do you call, wallpaper and paint, I know how much all that stuff costs. And curiously you hadn't, you ain't got to cover your walls with

what everybody else covers their walls with. You ain't going to have the same stuff on your ceilings that everybody has. Look above me. Right above you David, you could say, that covering, that ceiling right there, what did that cost? Ten dollars, five dollars, I don't know. And you're laughing because they don't know what you're looking at. We'll tell them at some point. But I mean, I'm telling you, let me tell you, don't tell them what it is. We'll tell them on another episode but I'm telling you, that, on that ceiling. Let me ask you, I'm going to ask you a question and then I'm going to tell you how much it costs. Let me ask you a question, what you're looking out on the ceiling above my desk and above this, is it adequate, is it very cool, is it, or is it unbelievable, it's awesome? Which of those three? Tell me, come on David.

David: It's shockingly awesome.

Andy: Ok, and let me just tell you something, let me tell you the cost of this. Pennies brother. I'm telling you, what you're seeing, cost pennies. It cost pennies compared to what people spend, pennies. We'll tell them some other time.

David: Some other time we'll tell them. And it is, true, I've never seen the ceiling like that.

Andy: And you never will. And so people, I want you to understand that with your office, with your little space in your house, with whatever you create, just look and think.

David: And be intentional in the design. I think what you've just said there is very crucial, we're not talking about, obviously if you have a room dedicated for this space, that is excellent. But I think the point here is where you're spending a lot of your time, be intentional with what you surround yourself with. We are

Andy, talking about a room, your office is a room, sure. But if somebody has a desk in a room that also has a bunch of other stuff in it and that desk is all they can decorate at this point, or surround himself with.

Andy: Look at my desk, I got stuff glued to my desk.

David: I didn't even notice that.

Andy: Glued to my desk. I got it velcroed to my desk, on the sides of my desk.

David: You don't have to have a whole room, that's what I'm saying. You can just use whatever space you have, be intentional with what you surround yourself with. And Andy I guess what I'm hearing you say is that you've figured out a way, you have found a state of mind for you, that works the best and puts you in that mental perspective. And you surrounded yourself with it intentionally. You've designed a surrounding.

Andy: I would love to hear from people what they do. Whatever this prompts you to do, please send us pictures, please show us. I would love to hear.

David: Because I think of a standard cubicle.

Andy: We could do a whole episode one day guys, saying so and so from so and so says that this is what he put in and this is what it. In fact, send us what you do and the state of mind that you're after? What kind of thinking is it producing? And this can be real quick. You don't need to write even a paragraph, just put us. Ok, I put so and so on my desk because every time I see it, it reminds me of so and so and I am intentionally producing this kind of thinking in me. I put this on my wall or I put this where I drive in, in the driveway.

David: Or I've got a picture of this person because every time I see their face, it reminds me of this story or makes me do this. Ok, and we're going to wrap up real quick but that just made me have to say this, I'm looking at right now, we've talked about your influence wall previously, on the other side, right as you walk in, the very first thing that you see is a framed two letters that are framed, and we may have mentioned this before, but Andy you see these two letters every single day. Stationary, very formal, signed but framed typed out letters. Give me a minute about those letters.

Andy: Before I tell you, look at them. Do you notice something about them? I've looked at them for years, ok, but now, they're getting hard to see.

David: Then let me tell people what the letters are and then you tell me why I am having trouble seeing them. The letters are and I see a copy of these letters every day at our Nashville office. These are two framed letters, they are rejection letters for The Traveler's Gift. Two of the fifty-one rejection letters that you and Robert received when you were attempting to publish that book and these two specifically are from two of the largest publishing companies in the world.

Andy: And they're two of the rudest.

David: If you read those letters, you would agree.

Andy: To read them, holly molly.

David: These people are basically saying that what you had written was not, could never be worth putting on paper.

Andy: Basically, you think they're basically saying, you need to read it again. And one of those guys said, could you catch a more condescending tone and put it in print? Writing good books takes talent and effort, like, and you hadn't got either one of those two things.

David: But you were very intentional to frame these very nicely, you've got them hang out in your office and you see them every single day. But you're right, they are becoming more and more difficult to see, why is that?

Andy: Well, let me tell you why I framed them first, ok. First of all, we did over a three and a half years, over a period of three and a half years, we're turned down by fifty-one publishers, *The Traveler's Gift*. Now, I'm not bragging but you have to understand that this is a book that now, after twelve years, is still selling in a hardback.

David: It's unheard of.

Andy: I mean, Barnes and Nobles still carries it in hardback. And where as I can go, you can see the latest John Grisham stuff, the latest Lee Child stuff, the latest James Patterson stuff, and those hardbacks are for sale on the front racks in Barnes and Nobles for 5,95. Because they get out of those hardbacks as fast as they can to get into the paper back so that they can make that money, even though there is, you know, for the publisher, there's a ton more money on the hard back. And so anyway, but people for whatever reason or wanting this to give as gifts. So, anyway, it's still selling as hardbacks, in forty something languages. It's used all over. And I put those letters up there, not as a na na na, because nobody comes in here, ok. I put those letters up there for me. Number one, to realize the power of the seventh decision. I will persist without exception. To realize the power of the second decision, I will seek wisdom, because the third decision, you know, I'm a

person of action, you know, we were the people of action but we continue to seek wisdom so that our actions would not be the same, we weren't throwing the same thing out there for the first publisher that we did for the fifty second. Our perceptions, our perspective was different. We choose a different way of approaching. You know, I have those letters up there to remind me of the fifth decision, I will choose to be happy. Because even in the midst of this three and a half years, I couldn't stop my life for three and a half years and mop and ground, oh this is the best I've ever done, nobody's ever going to see. I couldn't do that. And I choose to be happy. I have those up there to remind me of the sixth decision, is, I will greet each day with a forgiving spirit, because I have seen people who they stop after seven or eight rejection letters. And the reason they stop after seven rejection letters is because they're increasingly pissed off with every rejection letter. And they're more unforgiving and more aggravated and more angry. And then that anger and that unforgiveness, that bitterness translates into everything else they do too. And so not only they're not going to get their book published, but all their other work is going down hill, and their relationship.

David: And the rest of their life.

Andy: And I put those things up there to remind me of the first decision that I'm responsible for this. I'm responsible for how this comes out, ok. You know, God, you put whatever that was in me and I will be responsible for this. I put that up there to remind me of the fourth decision, having the decisive heart. Because once we decided that this, you know, we've self-published other books before, but we decide that this needed a traditional publisher. This needed a wider audience. This needed a traditional publisher. And so, after three and a half years, you would say, well maybe we were wrong about that? No, that was what we decided, that was, that wisdom was there. And so anyway that was up there not only to remind me of all the principles that were in that book, but that is up there to

remind me that no matter what anybody else says, ok, you can continue on and so ultimately David, it did not go up until after my second and third book were out. And the reason is because, you would think that when you have a book that's turned down by fifty-one people, fifty-one publishers, some of them more than once, you would think that after that book hits on national television show and it becomes a worldwide bestseller, New York Times bestseller in different categories, you would think that after that, that the next book that, that author brings to publisher, you'd think they would be on their knees.

David: That it would be an easy yes.

Andy: Right. Ok, well they turned down The Noticer too. People turned down The Noticer, people turned down The Butterfly Effect. People turn down Eleven Million People. Every New York Times bestseller I've ever had, they have been turned down. So that is up there to remind me that this is a constant state of life. And so, you know, that may have seemed horrible, but time has passed, things have changed and so just remember that if it was true at the end, it's true now. So it's up there to remind me to not pay attention to that kind of stuff. And the reason you can't really, you're starting to have a hard time seeing them, is because, when The Travelers Gift started being translated into other languages, you know, the publishing companies, as you know, they will send us like four, five copies of that in a publishing language and you guys always send me one. And so I just, I don't have anything else to do with it, I got a great joke out of the first few because I'd pick up the one from Korea and I show a friend and I said, look at this, it travels to Korea and I'll look through it, symbol and things. And they go, God that's amazing. I said, yeah but let me show you something that's really aggravating. And I'd turn the page and I point to this little crossword puzzle looking letters, and go, look, typo. And so they laugh. But I started, I would just throw it there. I don't have anywhere else to put it. I can't read so I just throw them on that shelf

underneath that framed thing. And now there's so many of them there that it's gone way passed the middle of the letters that are framed. I don't know how many are piled there but you almost can't see the letters for the books that, for the editions that have been published in different languages. Here fifty-one people say it wasn't worth publishing, wasn't worth putting on paper; and yet, country after country, now it's all over the world.

David: It really is and continuing. For those of you listening in Poland, I believe it came out in Poland in October.

Andy: Really? Seriously?

David: Which it's never been translated.

Andy: And it's odd for those of you listening, Poland, because there are people, we have people all over the world listening to the podcast.

David: Absolutely. Alright Andy thank you for describing the intentionality that you designed your office with. Let's do another episode about your desk. I would love to do something about your desk. There's so many unique items there.

Andy: Do you know where everything is?

David: I have no clue.

Andy: At some point we'll also, we'll let everybody know, maybe when we do the desk thing, to let everybody know about the ceiling above the desk.

David: That costs pennies apparently. Alright Andy thanks for your time. Thank you for listening. If you want, contact us to inthelopp@andyandrew.com or by phone 1800 726 2639.

Andy: Hey, if any of this stuff's helping, if any of this stuff is helping, you know, you know what my mission is and you know we do these podcasts, I mean, we're doing them for free, nobody's paying for these podcasts. And so all I care about is that they be of value and that I you know, don't waste David and Matt's time. And so I really care that people listen to them. And so two things that if you find the value in this, there's two things that you can help. One is, if you have not put a review on iTunes, everybody can only do one, they can only be done one time. And if you could just go there and put like some five-word thing saying, I like this. I know that's a three-word thing. But the reviews on iTunes are how these podcast rise in visibility on iTunes. And so if the podcast is so far down the list because it hadn't gotten many reviews than nobody really knows that it exists outside us, our family here. And the other thing that you could do is, we're happy to send this into people's inbox on Saturday mornings, just as we do yours, and we would really appreciate if you could somehow get, you know friends or family to also, just subscribe to this.

David: I know, go to andyandrews.com and leave your email address or tell them to do that. Forward this to them, they can sign up as well. We'd love to have them involved and aware of what's going on.

Andy: I would appreciate that.

David: Absolutely. Alright Andy, thanks for your time, we will be back next week.

Andy: Alright buddy.

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

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