



Podcast Episode 208  
Unedited Transcript  
[Listen here](#)

## “How to Break Free from the “Victim” Mindset and Go Accomplish Amazing Things”

**David Loy:** Hi and welcome to *In the Loop* with Andy Andrews, I’m your host David Loy. And I and once again joined by Andy Andrews. Andy how are you?

**Andy Andrews:** I am doing great, doing great. You good?

**David:** I am. And I need you to just hang tight for just a second because I’m going to say something that you probably would never say, and you probably don’t even want me to say.

**Andy:** Good, that’s a great introduction.

**David:** But for everybody that’s listening, we always are talking about how we offer this podcast as great value. Andy loves to converse with people, to hear from people, to answer questions. He’s thinking through a lot of the same issues that people are going through in their lives. And we just happen to put a microphone in front of him as he’s thinking through these issues with you. But we also encourage people to share this material with other people in their lives that they feel like would be positively impacted by this podcast. If you’re one of those people that kind of struggles with how to introduce Andy, his books, this podcast, any of the other material that we put together, if you struggle with how to introduce all of that to your friends, to your co-workers, I want to give you some ammunition really quick because sometimes we’re a little too guarded in as to why Andy has a podcast, why he writes books, why they sell millions of copies all over the world.

So let me give you some ammunition as you share this with some of your co-workers and with the rest of your friends and family. Within the last six weeks, Andy has been seen after and consulted by the CEO's and presidents of five separate billion dollar companies. A couple of them are multi-billion dollar companies and one of them is a, how do you say it, tens of billions of dollar company. So the corporate world seeks out Andy, his perspective and his insight for their issues. If the corporate world is not your cup of tea, don't worry, coaches of some of the highest profile college football teams in the nation, within the last six weeks, I can think four of them. At the top of my head, and the number is probably higher than that, but the highest profile college football teams, their coaches have reached out to Andy in the last six weeks for advice, during the season, prior to the season, how to train these kids the right way, how to get maximum performance out of them, both on the field and off the field. People are knocking on Andy's door from the sports arena. That also includes former Olympians. Again I'm just using the time frame of the last six weeks but all of these people have reached out to Andy, specifically, in the last six weeks. Grammy award winning artist, leaders of other successful companies, and I'm saying this because Andy would never say it, but I'm saying this because we truly believe that there's value in what Andy's doing but our belief is second to the proof that we're seeing in the corporate world, in the sports world, in all avenues of life. So I just wanted to give you some ammunition as we get started with this week's episode. Go tell your friends about this, the stuff Andy's talking about works. And we believe that you can see some positive impacts in your life as well. Ok Andy I'm done with my soapbox, you come back on the air now.

**Andy:** Well, I listen to that and I'm doing whatever I do, kind of living my life and when you put it in that context, I'm like, good grief, that's pretty wild. But it is amazing and that's, I love doing that because these things that I've studied and

learned and pray to understand, really have so much context to people's lives. Whether to coaches or individuals or families or corporations, so it's pretty neat.

**David:** Absolutely. And we will continue to share some great stories that we've heard and that Andy's working with different groups around the country, around the world truly. We'll continue to share some interesting stories in the future so stay tuned, make sure you share some of this great free material with your friends and co-workers. Alright Andy let's jump into today's question. This was an email that came in from Jeff so let me read you Jeff's question and then we'll get your thoughts. Andy good afternoon. Given your history, you've had lots of reasons and excuses to "check out", to be deeply depressed or otherwise just be a victim. How have you chosen to smile and be positive and move forward instead of focusing on being the victim or checking out or being depressed? And what advice can you offer those that are stuck in this mentality?

**Andy:** That's a great question. And boy there's a lot of levels to that. You know, I don't think a lot of about, I hear what he said, given your history, you've had a lot of reasons to check out and be depressed and be the victim. You know, I don't think about that a lot and so when somebody says it like that I go, well, yeah, I guess I have.

**David:** Well to be fair, it has been a while since you really had...

**Andy:** You know, there are things that I know he's talking about, but man there are things that happen in all our lives, all the time, that we have the opportunity to check out, walk out of the room, shut down, to be depressed or to be the victim, it's not my fault. We have things like that happen all the time. And I am no different from anybody else and we've all had the opportunity to kind of be deeply depressed. And at our wits end about what to do, I just had, for me it was an

unusual thing, it was being under a pier, right. But here is the thing Jeff, and I look at this, can I say that, can you show me? Ok, because I just wanted to see this question because I'm reading this, and so Jeff says, how have you chosen to smile, to be positive and move forward instead? And I don't mean to be simple or trait, but the bottom of the pool in this issue, the foundation in this issue is in the question, how have you chosen? Well that's what I did, I chose. There is no, it's kind of like a try, ok. You are to said, there is no try, you do or do not. But there is no such thing as try. And it's like, well how do you choose? Well there ain't no how. You either choose or you don't choose. And I know this because of the markup that we have done. And you have probably heard this before, if you've been listening to the podcast or you've seen me live, there is something that I began to understand, less than a couple of years ago, and is really become the foundation for almost every single thing I understand and am able to teach, and that is how we've become who we are, you know, our culture, how we become the company that we are, how we become the family that we are, how we become the city that we are, how we become the neighborhood we are, how we become individual we are? That is our culture. And I'll just do this very quickly, you know surely we have done this on another podcast more extensively. But your culture, that's who you are and you don't get to choose that, everybody else chooses that. And they choose it by watching your results. Because your results in your life, that's who you are, ok. And the results are yielded from action, action yields results and even doing nothing is an action. And so the actions of our lives are chosen, they're chosen, it's a choice. You choose an action, you choose to do nothing, you choose to do something, you choose. And so for many people, and for years and years and years, society has, and continues to believe that choice is the baseline, choice is the bottom of the pool, choice is the foundation. But if that is the foundation, that's an awfully nebulous concept, because if choice is the foundation, that does not yield anything within your control really. Because it's

like flipping a coin, if you don't know what the foundation of a good choice is, if you don't know how to make. Because see, you can choose to smile, well that is choosing a good thing, ok. So you need to understand how to make good choices. And society generally does not because they do not understand what you and I have come to understand fairly recently. And that is that the foundation of it all is our thinking, it's our thinking, it's how we think. Our choices are totally determined by how we think. Every choice you've ever made, every choice you will ever make is totally determined by how you think, what you think and how long you think about it. What you decide you won't think about so that it won't distract you from thinking about what you have to think. It is our thinking. But here is the beauty of the whole thing. I say that to get to this, and that is because you have free will, you can choose how you think.

And so Jeff when you ask, how you've chose to smile and be positive and move forward, it's really been a process of not just choosing to smile, not just choosing to be positive or choosing to move forward, it is that I've aligned myself with the foundation and that is, I will choose how I think and I will choose how I think about these things, ok. And somebody might say, well how do you choose how you think? Well you choose how you think because you can choose who you're around, you can choose what you read. You can choose what you watch, you can choose what you listen to. And maybe more importantly to choosing how you think, you can choose who you will not be around. You can choose who, what you will not read, you can choose what you will not watch and what you will not listen to. And so when you have, and I look at this question, given your history you've had reason to check out, well that's all of us. When we have the opportunity to check out or be depressed or be a victim, we can choose our thinking in regards to that area and here's what I mean. If you have the opportunity, if I have the opportunity to be deeply depressed, then I can align my thinking by listening to

music that's kind of depressing, right. I mean, I can listen *All by myself, don't wanna be all by myself*, right. I mean, you can listen to that. I mean, that's depressing even if you are not depressed, ok.

**David:** I'm laughing because you've conjured up some horrible memories for me because I got into a circle of doing that for a long time.

**Andy:** Really?

**David:** After a break up, I got stuck up listening to this one record from a band and the record was the most depressing thing ever. But I listened to it because I was depressed.

**Andy:** Isn't that crazy? We've all done that. But and you know, and choosing your thinking will require you, now listen to me, this sounds almost so simple that it's nuts. But choosing your thinking will require you to choose, which means that you're gonna choose your thinking. So you're not thinking a certain way, and you're not doing a certain thing so you're going to choose to go against your instincts. You're going to choose to go after a result. You're going to choose the pathway you want and you are going to choose to ignore your instincts. Your instincts are to listen to that record over and over and over again, that's what you feel like doing. But see what we're talking about, you wanna be a human being that is clicking at all cylinders, that is incredibly influential, that is making great financial or relational decisions.

Well then you must understand that you have been created with a will that is stronger than your emotions. You have been created with the ability to act in a certain way despite how you feel, ok. And so even though you feel like that same record, and even though you don't even really particularly like whatever group is

singing, what you're gonna put on is, *I'm walking on sunshine, yeah*. I mean, it's kind of a stupid song but I dare you, you just can't be depressed with stuff like that. I mean, there is crazy songs that. I'm not really a music listener, I like music but I listen to more learning stuff when I'm in a car. But occasionally with Polly and the boys and sometimes by myself, a lot of times, it's just with the boys, I will put on some crazy things because of their beat, because of their funniness, because of their excitement. And these are mood changers. And I'll tell you two of them that I do, and there are two or three, and they're kind of silly, they don't mean anything, there's no real meaning. But one of them just brings up funny memories for me and the boys think it's the goofiest song and yet it makes them, they start moving and jumping, and that is John Anderson's *Swingin'*. It's just a crazy song. And other ones are almost anything from Jerry Reed. But you out on Amos Moses or *Guitar Man* or *When You're Hot, You're Hot*, I mean, you just can not laugh. And so I just, those are the kind of things that you may not feel like putting that stuff on, you may not feel.

**David:** But it's a choice.

**Andy:** Yeah, it's a choice. And that is this bottom line stuff. So to expand it just a hair, is to realize that what you choose to listen to and what you choose to do and who you choose to be around, how you choose to act. Now you and I know, you and I know the number one human being on the planet that, and that is Robert.

**David:** Yes. Unmatched, that I've ever seen.

**Andy:** The Robert D. I'll tell you somebody else, I'll tell you somebody else who's great. You know S.B. my assistant?

**David:** Yes.

**Andy:** Now her name is Sandy, ok, but we call her S.B. I'll tell you this. She has been my assistant for 23, 24 years. And I can count on one hand the times that I have known she was in a bad mood.

**David:** That's a great testimony.

**Andy:** I mean, that really is unbelievable. And so...

**David:** But these are people that have mastered choosing. They acknowledge that there's a choice to be made and they've mastered which choice to make.

**Andy:** That's right. And so because of that they are both incredibly effective, because they're incredibly effective with other people. Because to be an effective, I have never seen a leader that I thought was incredible at leading, that they did not have an incredible ability to lead themselves. Steve Jacobson is the CEO of Fairway Mortgage, and I have become, I've been around Steve a fair amount now and I have become a real, real fan, a great admirer, a blown away, I guess spectator, at his life and how he runs the business and the people that he leads. And I see the people he surrounds himself with and man, I am blown away by this company, Fairway Mortgage, I'm blown away by them. And you know, I don't really know anything about the mortgage industry but I watch people. Because everybody competes the same way, you know, your great advantage that you have is people. And so if you are incredible and remarkable and I want to tell you, Steve Jacobson is, he is. And it all stems, I haven't had this conversation with him but I believe that it stems from his choice that he probably made a long ago. Because it's very evident that he has an amazing ability to lead himself first. And to choose to act a certain way, to choose to be a certain way, and choose to serve. I mean, this is one of the most excited, exciting, humble, smart, servant oriented people



that I've ever been around. And the fact that he is a CEO of a major corporation, makes it more astounding.

**David:** Yes, because everyone in that organization follows his lead.

**Andy:** That's exactly right.

**David:** Jeff thank you for the outstanding question. Feel free to jump in on this conversation, we'd love to hear a questions from you in the future. Email us [intheloop@andyandrews.com](mailto:intheloop@andyandrews.com) or if you actually want to leave a voicemail, we will play that on a future episode. Call us at 1800 726 Andy. That's 1800 726 2639. And Matt, our producer will take that voicemail and drop it in for us to include on a future episode. Andy thanks for your time today, we will talk to you next week.

**Andy:** Thank you buddy. I love doing this with you guys. Matt I appreciate you so much. You are just, you are the best. I mean, you punch the right buttons, I don't even have to think about it, don't even know. You do it with a smile on your face and a great spirit.

**David:** It's a good thing you and I don't have to do that, because we wouldn't know what to do.

**Andy:** Oh my gosh, isn't that the truth. And David, you are so much fun, so I appreciate it.

**David:** Alright, we'll talk to you next week.

\*\*\*\*\*

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

- Phone: 1-800-726-ANDY
- Email: [InTheLoop@AndyAndrews.com](mailto:InTheLoop@AndyAndrews.com)
- [Facebook.com/AndyAndrews](https://www.facebook.com/AndyAndrews)
- [Twitter.com/AndyAndrews](https://twitter.com/AndyAndrews)