



Podcast Episode 214
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“Get the Benefit of the Doubt So Many More Times Just By Doing This”

David Loy: Hi and welcome to In the Loop with Andy Andrews, I’m your host David Loy. And Andy, Thanksgiving just happened couple of days ago.

Andy Andrews: I’m still full. Oh I’m still full.

David: Probably be saying that for a few weeks, ‘cause the leftovers and you know.

Andy: But I love, love turkey sandwiches.

David: Is that your favorite part?

Andy: I think it is. I think it is.

David: Food wise. I mean, I know we’re all thankful and we need to be thankful for other things but let's get down to the foundation.

Andy: Ok, you sound a little sarcastic about that. Down to the food baby.

David: Turkey sandwiches. Is it your own that you?

Andy: Yeah, we always smoke a turkey on the Kamado Joe. We put a big turkey breast on that Kamado Joe and I do one at Christmas too. But we do the, you know, I smoke it, Hickory smoke and what I do is I pepper it and then I have

butter, orange juice, brown sugar and pepper, kind of melted together you know, and base that on it. And so, I smoke it for about five or six hours and it's great. Great, great sandwiches.

David: Afterwards so the sandwich, is that, is it just the turkey or do you add on another stuff?

Andy: Well Polly puts a bunch of crazy things on it but to me, I just like, white bread, mayonnaise and the smoked turkey.

David: There's an old episode, this was another one of those tangents we're going off on but there's an old episode of Friends where after Thanksgiving, they call it, I think it's called the moist maker but they make turkey sandwiches afterwards but in between they've got the bread, the turkey and then in the middle they completely smother another piece of bread with the gravy from Thanksgiving, put that inside, it's like Big Mac.

Andy: Uh, uh, yeah, I can't do that.

David: That's really funny. So what is, what's the family day look like on Thanksgiving? Is it the parade, do you all watch the parade, do you watch football?

Andy: You know, the parade is always on, the parade is always on first and so we get a kick out of that. We don't really sit and watch it, we're in and out of the room with the parade on and we're cooking and throwing the football and doing stuff outside. The boys are always wanting to do stuff outside and so we do. And we're always home, we've only maybe once or twice spent Thanksgiving away since the boys have been with us and so we cook. I mean, I do cranberry whomp, this is my

own recipe. And so it's something like with like grated orange peel and the jell-o with Knox gelatin added to it so that it's not, it's not just running, you know, it's really whomp, I named it myself. Yeah, cranberries, pecans and so, it's really good. Polly makes, we call it green. I don't really know what it is but it's kind of a, you know, it's a jell-o salad and as you know, jell-o salad has nothing to do with salad, I don't know why we call it a salad. But it's kind of green, has cream cheese, cottage cheese and green jell-o and pecans and marshmallow stuff.

David: But it's just green. It just the name.

Andy: That's what we call it. Hey you going to make green this year? Yeah, oh yeah. Everybody want green right? Oh yeah, please make green mom.

David: So green and whomp are on the table.

Andy: Don't say it like that, it's whomp, cranberry whomp. David says, green and whomp, no we have whomp.

David: I'm sorry, my goodness.

Andy: So cranberry whomp and then we you know, my brother in law Steve, Christie's husband makes homemade rolls. And Adam will usually help him, because they, Steve is like, he's a baker man, he can really do it. They'll make homemade rolls and they always wear the chef hats. And then Polly makes the dressing. And of course she makes the corn bread several days before and this kind of stuff. But not stuffing, dressing.

David: It's dressing, there's a difference.

Andy: And this is from mema's recipe, her mom same way, Alinya my aunt, same way. Tyler and Mary Ann, were with us this year.

David: Oh that's great.

Andy: So that, we had just...

David: The boys loved that I'm sure.

Andy: They love Tyler and Mary Ann. And you know, they're from Roswell, Atlanta, Georgia and they are so funny, so great. And Mary Ann, she always brings, any time she comes, she brings a pound cake that she made from mema's recipe and she also makes it in mema's pan, the cake pan. Oh yeah, the same pan. Now you hear my grandmother going somewhere, I can't make a cake, I don't have my pan. Like what? But Mary Ann still makes it in that same pan.

David: That is great.

Andy: But we have, I mean, we just eat forever.

David: And then eat again once you're done.

Andy: Oh yeah.

David: What about this, I'm curious about this because being thankful is something that you talk about quite a bit and I know it's something you spend a lot of time talking to your boys about. But this is a lifestyle and it's a very regular

and daily approach for you. So what is different about Thanksgiving to you, does it hit them, what the meaning is?

Andy: Yeah, we make sure that it does. And we always put, you know, one of the things that I learned when I was working regularly with the military is that on these holidays and these dinners, they will always put an empty place setting there. And so we do that too. We have an empty place setting and that symbolizes for us, you know, the kids who their mom and dad is not going to be with them this Thanksgiving because they're overseas or they're in heaven and so we, it's just one more way to remember how thankful we are that we're all there and remembering them and being thankful for their lives and their sacrifice for us. But it is a daily thing and it's a daily gratefulness, is a daily thing to express, ok. Because unexpressed gratefulness is ungrateful, right. I mean, you heard somebody say, I'm grateful, yeah, I appreciate it. Ok, well you didn't tell them. You didn't say anything. Well ok, right, I'm thankful. Ok, but if you didn't say anything, how are they supposed to know? And so we want to express our gratefulness to each other, to friends, to family, we want to express our gratefulness to people in our lives, that, you know, pick up the garbage, the people who work at the grocery store and keep it open late so that we can get there at the last minute when we need something sometimes. You know, express our gratefulness to the people who work for our city and express our gratefulness to the flight attendants in the plane. I mean, it's an honorable way to live your life and it also has great benefits too because when people, you know gratefulness is a form of recognition.

There's an old saying about recognition, and that is that babies cry for it and grown man die for it. People will do anything for recognition because they just don't get enough of it. And so when we're the ones recognizing them and tell them what a great job they did and how much we appreciate that and what it meant to

us with our lives, it is just a great thing to fling into the atmosphere. But they also, it lightens their load, they treat you better, they treat the person behind you better because they feel. And so it's just, it brings us great results as a society, as human beings, to be grateful and to express it.

David: Ok, right, so let's say that again and that's powerful. Unexpressed gratefulness is not gratefulness. Is that what you said?

Andy: Yeah.

David: Ok, that's, it doesn't become gratefulness until it is expressed.

Andy: Yeah, I mean, I'm sure some psychologist could argue the point but to me, I mean, so you're grateful by yourself? So who's that help? I mean, if you're not grateful enough to tell somebody that you're grateful than you're not grateful.

David: Exactly, to tell your family, your friends, the service providers, to tell God.

Andy: And to sit around and go, they know, they know. I mean, that's just, my grandmother would say sorry, that's just sorry. But it's a short sighted, selfish, it's just sorry.

David: Well and I'm harped on this because I think there's a lot of, there's a lot to be learned from that.

Andy: And my grandmother would say, if you have a bunch of people who are that way, that's a sorry lot.

David: You do not want to be a part of a sorry lot.

Andy: You know them people, they're sorry lot.

David: And I can say from being on this side of the table, that you and Polly and Robert have created a culture of gratefulness. I've never been around people that are more complementary and who express it more frequently of the people that are working with. From I mean, S.B. on your side, and Tommy and P.C. and all the guys up here in Nashville, you guys are, it feels like you go out of your way to say thank you.

Andy: It's not that we go out of our way, it is something that we have folded into our lives, That is part of who we are. And I want that to be a part of who the boys are. I want them to, because if you are a grateful person, you are others focused, alright. I mean, being a grateful person is, it is the first and biggest part of a servant's heart, having a grateful spirit. And so if you are a grateful person you will be others focused. Ungratefulness is nothing in a world but expression of selfishness. Or maybe better way to put it, would be, ungratefulness is unexpressed selfishness. You know, I mean, it really is. Because I see people like that, you know, they say, man, didn't they do a great job? Well that's what they're supposed to do, they're supposed to do their job. They're just doing their job. Well good grief.

David: That's interesting. Well Andy real quick, speaking of the power of gratefulness, I think this is a great time for me to mention a very special deal that we are offering only to In the Loop podcast listeners, during this holiday season.

Andy: Yeah, this is just only for the people listening to the podcast. It's not going to be posted on Facebook, not going to be put out in email.

David: That's right. You have to be listening to even know what the deal is, to know where to go, to get it. First of all let me tell you, go to andyandrews.com/loop, again that's andyandrews.com/loop and there you will see what this offer is. What it is Andy, this is an audio product called Becoming a Noticer.

Andy: Four hours.

David: Yeah, just over four hours of amazing content that you created after the book *The Noticer* became a runaway bestseller.

Andy: Yeah, this is not *The Noticer* on audio, this is basically a teaching program, very interesting, I think, based on the book.

David: Absolutely. And that's a great distinction, it's not the audio book, it is more in depth, life application of the principles in *The Noticer*. Again the product's called *Becoming a Noticer*. We typically sell this for a hundred and forty-nine dollars and ninety-nine cents, for In the Loop podcast listeners only, for a limited time, that price has been reduced by a hundred dollars. This truly is a unique offer for podcast people only. So that price for you will be 49.99 and you can get that deal at andyandrews.com/loop. Andy is there anything else that you want to say about why you created it and or what people will get out of listening to this podcast?

Andy: Yeah, I wanted to get in depth about, you know Jones real purpose is all about perspective. And I wanted to get in depth with people about how to change our perspective, how to choose it and how to help other people choose it. You know, the title *Becoming a Noticer* refers to not only being affected by these principles but how to teach them to your family and friends, how to use them in

your business? And so perspective is the only thing that can totally change the results without changing any of the facts. And so this is huge. I created it to really help people jumpstart great results and to have great life results. And I really believe it's going to solve a ton of problems that people will identify and think, gosh, I never knew I could even do anything about that.

David: Yes, absolutely.

Andy: So this is a pretty powerful thing, I think it came out to like four hours and two minutes but it was a lot of talking. I had a great time doing this because I sat by myself and really thought through this and I had notes in front of me obviously but it was just a conversation between you and me. So you'll be able to download this and I'm excited about this for you. I hope you'll take advantage of it.

David: Absolutely. Again go to andyandrews.com/loop, this is for In the Loop podcast listeners only, for a limited time, a hundred dollars off, Becoming a Noticer. I'm glad we talked about this. This started as kind of a, you know, we wanted to do a Thanksgiving episode but

Andy: Thanksgiving, listen man, if we, people don't understand their lives would be so much easier, so much better, so more filled with opportunity, their lives would be, they would get the benefit of the doubt so many more times, they would be given the heads up so many more times, if they just lived their life expressing gratefulness. And not just expressing it when it hits you, learn to look for reasons to express your gratefulness.

David: Yeah, absolutely.

Andy: You know, most bosses, they are always looking out for something wrong or trying to keep their everybody in balance, or trying to keep everybody in line. Well how about let's catch people in the act of doing something right.

David: And acknowledge it.

Andy: Right. Do you know that you can, it is gratefulness and recognition and catching people in the act of something right, it is such a powerful force that you can do it before a deed is even pulled off and it works. You can tell somebody I mean, like here's an example. Somebody is going to paint your house. And let's say that you are a stickler for having it painted correctly that you don't want wiggly lines, you don't want one color bleeding into the other color. You want straight lines at the corners and like that. But you know that a lot of times you get wiggly lines and you get colors bleeding into the other, it's, that's just evidently the nature of that beast. And yet I'll promise you, you go to somebody and say, man, I just want you to know how glad I am, before they ever start right, I just want you to know how glad I am that you're here, I have heard such awesome things about you, I feel fortunate to have you as the guy that's going to be painting this room. Because man, everybody says, oh wait till you see what he does. You get a lot of painters in here and one color bleed into the other or the lines won't be straight. If you can get this guy, if you can get this guy, his lines are perfect, man all the colors, they match easy, no bleeding into the other. And so anyway I just wanted to tell you how much I appreciate you being here.

See he ain't done anything yet but let me tell you something, when he gets in there, you better believe those lines are going to be straight. Those colors are going to be good. He's going to do a great job because you have appreciated him, you have thanked him. And this is something, there is a line that I learned years ago from your friend and mine, The Robert D. Robert is just, he's awesome and there's a

line that I learned when writing and asking for somebody for help or advice, you know, favor or something like that. And here's the line Robert uses toward the end, he says, thank you in advance for your help. You know, I'd like to thank you in advance for your consideration. Thank you in advance. I mean, I love that.

David: That's really good.

Andy: But you know, whether you thank him in advance, while they're doing it, after it's done, it's the right thing to do. And you don't do it for the benefits but in every case, if you do the right thing, if you do what is right, there are just benefits of doing the right thing.

David: Yeah, that's right. Alright, well then we're going to make this, we're going to do the right thing right now. We don't get to do this often but I want to take this opportunity after Thanksgiving to say a very quick but public thank you to the many people that are on our team. So let me run through this real quick and then Andy you feel free to add anybody that you'd like to. But Matt, our audio engineer, our producer.

Andy: Matthew...

David: Matt does everything, he's always with us but the rest of the team members, you talked about Robert, but Robert D. Smith, Chase Neely, Will Hoekenga, Kyle Martin, Matt Johnson, we just call him Johnson around here.

Andy: Because we already have a Matt.

David: That's right. Tim Branch, Brandon Triola, Ashley Bright, Chris Brush, let's see, who else, Brian Moyer, his whole team at Moyer Financial Services,

they're a huge part of what we do. Stephanie D, out in California. Toni and Troy Birdsong, they do a lot of great things for us.

Andy: Sandy.

David: Sandy. Let's see, Tommy and P.C., Shawn Hanks and Dwayne Word who are running premier speakers bureau, they do a great work for us on a daily basis.

Andy: Matt Bahr.

David: Matt Bahr, the folks at Thomas Nelson Publishers, his entire team. There's so many people. Dean who is another recent addition to our team for the last few months. He does some great work for us as well. There's probably a lot more that we could thank but those people don't get any recognition on this podcast ever so seems like a good as time as ever to say thank you to that entire team. And we will close out Andy by saying thank you to Polly and to the boys and of course to you for spending the time...

Andy: And to Stephanie for putting up with you.

David: She does, she's got a lot of patience, she's a patient woman. But seriously to you and your wife and your boys for allowing you to spend the time doing what you do. It helps our team, helps the people that listen to this podcast, helps the people that watch the video courses and read the books. Thanks for taking the time to do that.

Andy: Absolutely. Thank you man.

David: And we will talk to you next week. Thanks for joining us.

Andy: Looking forward to it.

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

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