



Podcast Episode 223  
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## “Make Tough Decisions Simple by Answering These 3 Questions”

**David Loy:** Hi and welcome to *In the Loop* with Andy Andrews. I’m your host David Loy. Andy are you there, can you hear me?

**Andy Andrews:** I am here and I can hear.

**David:** Fantastic, that’s really good.

**Andy:** You are easily entertained David. I appreciate you very much.

**David:** Yes. Ok, I’m going to do something, you know that we always do special things for podcast listeners, we try to make this, obviously it’s free, it’s great value, great content, a great discussion. But we also want to take time to appreciate and recognize the fact that this is a unique group, it’s a different, it’s a specific group that listens to this podcast on a weekly basis. And because of that.

**Andy:** It’s a specific, we call ourselves the island of misfit toys.

**David:** But because of that we try to make sure that there are occasionally unique and specific to the podcast things that take place. For instance, we’ve done a couple of things that you’ve never done, you know, on stage or in a book anywhere, just certain topics you’ve talked about, stories that you’ve told. We’ve done a couple of specific offers on products, with amazing discounts that otherwise are not available to the public. It’s only available to the podcast

listeners. And here's going to be one of these situations, and you don't even know this is coming.

**Andy:** Really? But let me, even if I don't know what's coming, let me be the one who says, but that's not all.

**David:** Well, wait till I ask the question because.

**Andy:** Yeah, I don't know what you're doing.

**David:** I just wanted to see, there's something going on behind the scenes that I'm so excited about, and I know we can't talk about it. So let's pretend that we're not talking to anybody else except you and me. But if we were to be talking about it, I would wanna tell our podcast listeners that I am so excited about a project that you're working on behind the scenes. And all I will say is that it's a new book. And I know we can't say anything, we don't have dates, we don't have anything. But is there anything that you can say about the book or about the experience that you're going through in this new project?

**Andy:** I am kind of amazed that you're saying anything about it. What am I supposed to say, am I supposed to tell them the title. No, I can't do that.

**David:** No, you can't.

**Andy:** So

**David:** I guess I just want people to know that something is coming.

**Andy:** Oh yeah, it's very different, it's a book that I have wanted to write for a long time. It's one of those kind of books that they don't let you write unless you have, I guess, proven that you can sell some books, that people will actually get with you and buy the books. You know, because this is one of those things that to me, is very important. And what prompted this book is, I remember thinking, for a long time I have been struggling, I have been, I guess, my learning was behind my writing. Does that make sense? That my writing schedule, I was struggling to learn enough to put down, right. And so somewhere in the past couple of years, that has kind of turned around to where my writing is behind my learning. I've got a lot of stuff that is very exciting to me, that I really am just so excited to tell people about entrepreneurial stuff and ways to do things with your family that will turn out just better than you ever thought. Just some amazing stuff.

And so my problem became, I started to get kind of nervous because I realized I hadn't had this written down anywhere, didn't have it written down. And I thought, man, when my boys grow up, I want them to know this. And like, what if something happens to me? And I don't want to die with this not having been done. And so basically I wanted to write this down in a unique form. And that's exactly what I'm doing and I was actually, I was up 4 o'clock this morning, working on this and writing. And thinking through some of these things. And this is going to be, of my books, the most direct book that you have ever read. And because of that, it may have a faster effect on what you want to have affected. It might be very more direct for you in a great way.

**David:** That's outstanding. Ok, so what prompted this is, you know, you see all these, they call them the teaser trailers for movies that are 9 months, 12 months or more away from coming out. And it's just to let people know, hey this is coming and it's going to be awesome. And I saw one of those for a movie that I think I'm looking forward to, I think I'm looking forward to it. And that made me think, if

we could just do a teaser trailer for Andy's new book, I think people would get excited. So thank you for sharing that, I know I sprung that on you but I know people would be excited to hear it.

**Andy:** So that was the teaser trailer. That was it?

**David:** That was it. You just kind of given some behind the scenes and of course over the coming months, throughout the rest of this year, we will be giving more details, making some announcements and that's all in addition to the other things that you're doing this year.

**Andy:** So what I said really wasn't all.

**David:** Yes.

**Andy:** That wasn't all, ok.

**David:** So stay tuned for all of that. Make sure you're on the email list and we will make some exciting announcements in the coming months about that and some other new projects that are coming out. And hopefully Robert will not listen to this because he will not be thrilled that we're talking about this.

**Andy:** Well at least I didn't say the name.

**David:** There you go.

**Andy:** Somebody would've probably killed me for doing that.

**David:** It's big though. And this is, you know, it's big.

**Andy:** As Barney would say, it's really big. It's bigger than the gold shipment.

**David:** Alright, let's move on to this week's question. Andy this one was emailed in from Jason, let me read you the question and we'll get your thoughts. Jason says, hey Andy, when you start taking into account a lot of different perspectives, are there times that you don't know where you stand in your decision because of all of the other factors and what is the determining factor that you use most often to make a final decision?

Jason, great question. And for those of you who might not know what Jason is talking about, Andy you talk a lot about the importance of perspective. And how that could factor into decisions that you make throughout your life. And then Jason is asking about the potential for a lot of different perspectives in any given situation, that might cloud that decision making process. What are your thoughts on Jason's question?

**Andy:** Well you know, I hear that and I've got really kind of a question maybe you can help me with David, on his meaning, about not knowing where you stand in your decision because of the other factors. And I'm assuming, you know, when you take, he says, when you've taken into account a lot of different perspectives, are there times you don't know because of the other perspectives, is that what he means? Different ways of looking at it or?

**David:** That's kind of how I took it. Like there's the potential for a lot of different angles to look at the same situation.

**Andy:** So he is talking about different perspectives, like his own different perspectives. Because if you're talking about other people's perspectives, that's a different thing.

**David:** That's right. And that could be true. I took it to mean, that his own multiple perspectives. And I guess I, maybe I identify with this a little bit because to me it sounds like Jason and I might be like minded, in that, that we're extremely analytical, thinking about things from every potential angle. And the possibility that that could cause that old, that old attitude, paralysis by analysis, thinking about things from so many different angles that it prevents you from reaching a final decision.

**Andy:** Yeah. And boy it really does. I can make this really fast I think, for Jason, because I do have a way, I do have a determining factor, that I use, and this is really to determine major changes or major moves. And there are really 3 questions that I attach to it. And one is, is this something that will be good for God? It could not be in God's will for me to do if it's not good for God, ok. So that's one thing that before I write a book, before I launch any new endeavor, that's one question that I use, ok. Is this good for God? The second one is, will this help people who are hurting? And that has to be answered in the affirmative. You know, helping people who are hurting, to me, takes in a lot of real estate. You know, my mission in life is to help people live the lives that they would if they only knew how to do so. And so people who are not living the lives that they would like to, you know, ultimately they're hurting, they're frustrated, they're stressed.

And so, my first question is this, will this be good for God, the second is, will this, what I'm about to do, will it help people who are hurting? And the third, is anybody doing this, is this already being done? And I'm not necessarily talking about that nobody's ever heard of it before, I'm just saying, is there something that, like, obviously, somebody has written a book before, obviously people have done these certain things but will my take on it be unique enough to make a difference for some people? But so my question, has this been done before or other people doing this, is this being done, because if somebody, if I'm spending

my time doing this and people go, ok, well, I've heard that a million times, ok, whatever. Then it's not worth doing. I'm not into coping somebody else or following along some road, I feel like, I've been given a purpose on this Earth just like you have, just like everybody, like Jason has. And so we've all been given a purpose. And so we need to fulfill that and be diligent in our fulfillment of that purpose in our journey to fulfill that purpose, I should say. And so those three things David, and I guess this would be a very short podcast but that's the answer to the question. That's the final thing, may do my diligence, look different angles, I talk to people who are wiser than me. And those are the final two things that once those are answered, is this good for God, will this help people who are hurting and is it already been done? And so there's my determining factor.

**David:** And that's really good. And I think again, we talked about this a few weeks ago on a podcast but I think this show, you have a passion for helping people and so we don't ever want to overlook the fact that people might not be seeing their own lives the same way that you are. But even though an answer to a question might sound simple, this could be truly eye opening for Jason and for others in this situation. So I think that's huge, the questions that you ask yourself, gosh I hope everybody has written those down, you might even want to frame them, put them on your whiteboard, because those are applicable to everybody in every situation, at least for my opinion. Andy I've used those for a long time, ever since I've heard you start to list those. But I think that's crucial. Especially for analytical people like myself and probably like Jason who might struggle to identify which, you know, how do you move forward when there's so many different angles to consider.

**Andy:** And I know that there are. I know that there are tons of angles to consider. And I know that people also want to get in on the act Jason. People might want to give you their opinion. And even some people, you're wanting to ask some people.

But here's one of the things that I do when I'm asking, you know, I have people who are in my, I guess, in my board of directors. They're in my circle, my inner circle, but I call it my board of directors. And some of them don't really even know they're in my board of directors. So they may suspect it but they don't really even know. And you know, smart people can't help but play a little chess when they're having a conversation or when they're being asked for advice. They can't help but play a little chess and think, ok, why is he asking that? What is he, could do with that, what is he thinking, is he imagining that he might? Well if I answer this according to this then he might think. They can't help it, they're just, they're smart. And so what I like to do because I want to get pure, I want to get the pure thought, I want to get the pure information. Most times when I'm asking for, when I'm seeking wisdom from another person, I don't ask, I don't just go like straight in, right down the pipe. I don't just say, ok, here's what's going on and here's what I'm thinking about doing, what do you think about that? I just don't do that. I ask around it, I want to find out what they think about certain areas, I want them to give me stories of their experience, in ways that they have used in making decisions like this. Or what happened when they maybe did something like this or a part of this and how they had to deal. Your bottom line here Jason, is, you are seeking wisdom. Ok, this is, even the perspectives that you choose from and even answering the three questions, is this good for God, will this help people who are hurting, is this being done? You know, a fool can answer those questions incorrectly.

So you don't want to be foolish and you don't want to deal with foolish people. You want to seek wisdom, you want to be wise so that your answers, your choices are wise. And so ultimately here, when you're talking with other people, when you're reading, when you're praying, you are seeking wisdom. And seeking wisdom buddy, is work, it's work. I talk to people a lot of times and I come away



from some of them thinking, it's shocking to me that I come away from some of them really understanding, you just don't want to think that hard. You want to make the money or you want to have the fame, or you want the taps on the back, but you're not willing to think long enough and hard enough. You're not willing to put yourself into that ringer. You're too lazy or too ignorant or too foolish, that you just don't want to think that hard. Because seeking wisdom is work. And King Solomon said, that we should seek wisdom like we're searching for a lost treasure. While most of the people that I have observed in my life, they don't seek wisdom as hard as they look for their car keys. But this requires work and time and perspective and conversation. And it requires an understanding of application, you will begin to really have some amazing breakthroughs when you are able to provide yourself unbelievable perspective about a situation. And you began to understand that, that wisdom that you've gathered from books and from conversations and from your prayers, that it is starting to pile up and it is starting to work fast in your life. And it is instantly available that it's like a computer program that you have access to.

**David:** And a couple of specific resources Jason I would say, if you haven't read it or if you have go back and re-read, *The Traveler's Gift* or *The Seven Decisions*, I think there's a lot that can be learned and remembered in this specific situation from both of those books so that would be useful. And actually if I want to keep plugging books, I would say, take it to the next step and read *The Final Summit* as well, there's a lot of situations in *The Final Summit*, where a group of very intelligent people were considering numerous perspectives. And they had to get to an answer. So Jason, that might be useful in your quest as well.

**Andy:** I'm proud of *The Final Summit* and so the boys and I are listening to the audio version of that, actually right now.

**David:** Oh that's great. I heard that the guy that reads that is, does a ton of different voices.

**Andy:** Well he does enjoy it. He does enjoy it. Yeah I do those voices. And I do, I love doing that. I will tell you that after I did the audio for *The Lost Choice*, I came home and I told Polly, I said, I'll never write a book with that many characters in it again, in my life. Because I mean, to find the voices for those. And that might be an interesting podcast to do sometime David, to play some of these and then, because there's some funny stories behind how I found some of those voices and what I did to learn that voice and why I chose that for that character.

**David:** And then I could follow it up by asking interview questions to each of those people and see what they say.

**Andy:** That would be cool. I love doing those because I would go, I wake up sometimes at night when I'm in the middle of working on writing the book and I'm kind of in that character. And really I know how Churchill talked and so it's very cool. But here I'll tell you one quick little story. In *The Traveler's Gift*, when I was doing the audio for *The Traveler's Gift*, I had to make a choice on king Solomon, you know, how Solomon's gonna sound. And I thought, I don't know, how does he sound? So the engineer and the reader, and the guy who reads along with me to make sure I don't skip anything or mispronounce anything. And then the producer roll in there, and say, well how would king Solomon sound? Somebody said, well he was Jewish. Yeah, ok. But you don't hear Solomon go, not some typical New York Jewish accent. And so what we decided to do, is we put in a speech of Benjamin Netanyahu and I listened to that for 4 to 5 minutes, and with my eyes closed, and I said, ok, cut it off and don't say anything to me. And I went back into the studio and I did Benjamin Netanyahu. And so we didn't put any tag on the show, playing the part of king Solomon, is Benjamin Netanyahu.

But I thought that was very interesting, just how you find, ok that's just the typical accent, that's not some exaggerated version or some impression. So it was very cool.

**David:** That is interesting. We should do an extended podcast on what goes into creating some of those voices.

**Andy:** Yeah because we could play it, we could talk about it and play it. That'll be fun.

**David:** Yeah, we'll there's great ones in the other books as well. I mean *The Lost Choice* is terrific but also *The Heart Mender* has some great voices as well.

**Andy:** Yeah, *The Heart Mender* and *The Lost Choice*, we have the Australian, you know, the grave robber too.

**David:** Great, now we have the topic for future episodes. Alright Jason, thank you for that question. Andy, thank you for your thoughts. Again that phone number 1800 726 2639, if you wanna leave a question for Andy, or you can email [intheloop@andyandrews.com](mailto:intheloop@andyandrews.com). And we'll try to get to that on a future episode. Andy we will talk to you next week.

**Andy:** Ok buddy, thank you so much.

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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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