



Podcast Episode 229
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“Voting Decisions, Part 2: Opinions Don’t Matter. THIS Matters”

David Loy: Hi and welcome to *In the Loop* with Andy Andrews, I’m your host David Loy and we are back for part 2 of our two part episode dealing with this year’s election cycle. And a lot of people have been asking Andy to weigh in, to give his opinions and his perspective on what we should be looking for and expecting from our elected officials. If you’d missed our first episode from last week, make sure to go back and listen to that. Andy laid a great foundation for this topic and today’s episode is going to pick up where last week left of. So if you’ve missed last week’s, go back and listen to that and then come back and join us here today. Alright Andy let’s jump back into it.

Andy Andrews: Ok, so think about this. When we vote, we vote generally on two things. We vote on perceived integrity and we vote on economics. That’s what we do, we perceived integrity, we look at these people, you know. And I say perceived integrity because most people don’t even know what integrity is and the value that it has or whether it has any value or not because integrity doesn’t really mean anything. If you understand the meaning of the word, integrity means capable, you know, the bridge has integrity, the bank has integrity, you can count on this platform, it has integrity. It will do what it was built to do. It is capable of fulfilling what it was made for. It has integrity. It can do it.

Ok, now whether it does or not, it doesn’t choose, it just says capable of. Now, so people say, well you know, I want somebody, I want to a moral person, somebody with great morality. Ok, well see here’s a challenge here because morality can be

defined as not doing anything wrong. You can be moral, you cannot steal, not cheat, and not lie. And you can be incredibly moral. And you can lay in bed all day and be moral. So what I'm saying is that this thing about we vote on perceived integrity, what we should vote on, is character, not perceived integrity because character is a totally different thing. Your kid can come home from school and say, everybody was picking on John, everybody's picking on John today, they were hitting him and throwing things at him and calling him names. But I didn't do it. I didn't do it. Well good for you, you didn't do anything wrong. You're a person of integrity and you certainly secured your moral place in that class. You didn't do anything wrong. You didn't do anything right, ok. Because you can sit around and watch it and you can allow it to happen and you can rationalize, but it takes character to step up and step out and say to those bullies, you are not going to do this anymore.

And so here's where it gets kind of crazy. People say well, all I want somebody to be, you know, I just want a leader. As long as he runs the country, as long as he can do this, that's all I care about really. But see, you can walk through the forest and you'd only have to look up to see what kind of trees are above you. You can pick up leaf. You pick up a leaf and you, just one leaf and you can see, above me, is it an old tree or is it a young tree? Is it fall, is it spring, is it summer, is it winter? Is this a disease tree, is this an elm tree, is it an oak tree? I mean, you can find out tons. Just one leaf. Well people drop leaf too. You don't have to be around them forever. People drop leaf too. And so when somebody says, well I just want them to do this, to do that. Really? See there's a problem here because you can be a person of character and with character that will include integrity and morality. But because you can do what is right, if all the things are right you can do something right with you but you can't do something right and at the same time be doing something wrong. You can't say, well I wouldn't trust him with my

money, I wouldn't leave him alone with my kids or I wouldn't leave him with my wife or I wouldn't leave him with my sister. I mean, you wouldn't hire somebody to work at cash register and say, now, the other 8 hours of the day, I know he runs with the gang, he does drugs and all that, but when he's here, he's fine, he seems to be fine. Really? Ok. And so there's one thing we vote on, we vote on perceived integrity and that's useless, alright.

And another thing we vote on is economics. Now I want you to think about something, if you want to have freedom and you want to have a country that is prosperous and you want to have choices in your life, then you have to know what you're voting on when you're voting on economics. If you buy something, if you, alright let's put it this way. There's two ways that you can have your money taken from you. There's two ways you have fewer choices. If you have a \$100 David, and you know, you worked and you're gonna be paid a \$100, ok. And so say you got your \$100 and you went straight to that restaurant but out in a parking lot a guy stuck a gun in your face and said, give me \$50 of that. And you gave it to him. Well you would have fewer choices, you would have less freedom when you went in the restaurant, right. Ok, now the other way is you get your check and you go, wow, what is this, wait a minute, I thought I was going to get a \$100? No, you only get a certain amount because the government has taken a certain amount. Wait, what is that? Well that's called taxes. Ok, alright, so taxes.

Now here's what I'm saying. I'm not saying you shouldn't pay your taxes, I'm not saying the government, I'm not saying that at all, what I'm trying to explain is economics. And whether a robber with a gun takes the money or the government takes the money, when you walk into the restaurant, the effect is the same, you have fewer choices. You are not allowed to choose like you would've been if you had more or all of your money, alright. Now think with me here. If you have something that you are going to buy for yourself and you're going to use it, you're

going to use your money to buy something for yourself, you're gonna be dadgum careful with it. You are concerned about price and you're concerned about quality. You're going to be careful with the price because it's your money, you worked for it, you're going to be careful with it. And you're going to be concerned about the quality because you want it to be worth what you paid for, you want it to last. You're gonna be very concerned about it. That's you. Alright, now a second party purchase is where, if you're gonna buy a sweater and you got to buy, Stephanie says, ok, you got to buy a sweater for Matt, for his birthday. Really? Yeah, I need a sweater for Matt. And so now you're using your money, ok, but you're not going to wear the sweater, it's going to be Matt's sweater. And so it's a second party purchase. So you're still, you are concerned about the price, you're very concerned about the price because it's your money. The quality, you're not as concerned about. I mean, because the blue one, the black one, the red one, they're all, but the green one is five dollars less. You know, Matt likes green, he likes green.

David: So it's ok?

Andy: Yeah, it's ok with green. You're not as concerned about the quality because you ain't wearing it anyway. So that's a second party purchase, is money that you spend but somebody else is using it. Now let's just say that up there, you guys up there at the office, that Robert says, ok, anybody does anything stupid is going to put 5 dollars in a jar. And so all you guys jack at each other and through the course of the month somebody says something stupid and it ends up to be a 150 dollars in a jar. Ok and so let's say you guys are all gonna go out to eat and Robert says, David, take the 150 dollars and buy something, we're just going to have drawing or something and give something to somebody. Alright, what do I get? I don't care, I don't care, just something. So you're almost at a restaurant and you say, what in a world do I get. And you look over and see a giant rabbit. Man it's a stuffed rabbit and you look and saw, it's a 150 dollars. So ok, that'll be perfect.

You buy the giant rabbit. And when everybody, they have the drawing at lunch and Matt wins the giant rabbit. And so you go get the giant rabbit out of the closet and you put it in Matt's lap and everybody takes pictures and everybody laughs. And Matt's gonna go put it in a car and go home. Well you know, who cares, right. See that is a third party purchase. It was money that was not yours and so you didn't really care about the price because it wasn't your money anyway. And you didn't care about the quality either because you weren't going to use it, you didn't care what it was.

So a third party purchase, you didn't care about the price and you didn't care about the quality. Alright get this, by definition, every dollar the government spends is a third party purchase. Because they're spending money that, somebody's using money and it's not their money and they're buying and spending it for stuff they are not gonna use. So is there gonna be waste in a highway department? Oh yeah. Is there going to be waste in travel bureau? Yeah. Is there gonna be waste in this? Is there gonna be waste in grants? Yeah, it's going to be tons of it. Because it's all third party purchases. I mean, how many times have you heard somebody work for the government say, well we had so and so money and got to the end of the year and we had to spend it because you know, if we didn't spend it, they wouldn't give us this much next year. Well really, what do you think money comes from? Ok, it comes from us. So when you hear, so you listen very closely and this is the last thing I want to tell you because I know it's getting long and I could talk forever about the stuff. There was the time I had somebody fixing up my house. And it was so ridiculously done that I took the guy over and I said, now, look, a couple of things are going on here. One is, you're looking at this and you're just stupid, you're just stupid. But I don't think you're stupid. I mean, I think you could, I mean this is pretty simple. I think you could do that, I don't think you're stupid. But the other thing really concerns me because

the other thing is, I think maybe you put this together and you think I'm stupid. You think, he'll never notice that, he'll never notice that. And so when a politician says something like, when they say something like, you know, if you looked at the grocery prices this past year, the milk producers of America, they profited a 100% da da daa and we're going to tax these people, we're going to put taxes. We're gonna tax these oil companies with these obscene profits. We're going to tax the milk, we're gonna tax the groceries, we're gonna tax these people. Now wait a minute. All I have to do is go, ok, so where does the oil company make their money at the pump? So if they get hit by more taxes, what do they do? They raise the price and so who gets hit? And they say, we're gonna raise the price on the oil company, we're gonna raise the price on the milk producer. Who pays that? I do. I do. They don't. It's just a game, it's a little percentage thing. I am the one who pays. And so when I hear a politician say that, I think either you're too stupid to figure that out or you think I'm too stupid to figure that out.

David: It's one or the other for sure.

Andy: And so I don't like people who think that I'm stupid. So anyway, it's like a little basic because I think, you know, in our schools today, I think that tons of people, there's so many things that are being taught and I think that there are more things that we need to teach about that people think they're obvious than there are things that we need to discover. People have forgotten the truth about things that are obvious. And they're screwing it up so badly, we're in tough trouble, we don't need to discover anything else, we just need to go back to the principles of what we knew that worked.

David: That's right. Well and I want to give a plug here to anybody that has not read the book that you wrote four years ago now, called *How Do You Kill 11 Million People, Why The Truth Matters More Than You Think*. And that was the

New York Times bestseller in 2012, and actually was on the bestseller list for over four months. And really changed a lot of people's perspective. And reminded them as to what is important when they consider a candidate, what we should expect from our candidates. I know you're proud of that book. And it's very different than anything else you've written but extremely powerful.

Andy: Yeah, you can read it in 15 minutes and I really, really, I wrote it, I wanted to write something that did not say republican, did not say democrat, did not say conservative or liberal, but everybody who read it, would agree with it because it is the truth. And you know it's the truth when you read it and it will change what you do. And if I had one wish it would be that people would get that book by the case and start throwing them around in the next year because that is my thing to put out there, to try to help people understand.

David: Exactly. And you're right, it's a short read. It is in general a fairly cheap book on it's own. But even cheaper by the case. We've got some amazing discounts, go to andyandrews.com, click on the books section and then there is a link to bulk purchases there. And if you wanna be one of those people that is passing around a message that can truly impact your community, your work, your family during an important election year, make sure that you check out this book. Again it's called *How Do You Kill 11 Million People*. It's available on andyandrews.com. Obviously it's also available anywhere books are sold, Amazon.com, Barnes & Noble, really anywhere that sells books, you can find this. So go check it out. And Andy as we wrap up here, I referenced the podcast episodes at the beginning of our discussion about your office. So if you wanna go back and listen to the episodes where Andy discusses his office and the pennies that are on the ceilings, and everything else that he's looking at when he works each day, go back and listen to episode number 198 and 199. We did a couple of

episodes about that, that was in the fall of last year, episode 198 and 199, check that out. And I think you'll enjoy it.

Wow Andy this is terrific. We enjoy hearing these types of questions. You've never been afraid to answer the tough questions on this show. And I know you're probably out of breath because you talked a lot but I know that you welcome these type of discussion going forward, isn't that right?

Andy: I do, I do. And you know, my mentors, I just try to say, I just want to know the truth. You don't have to give me opinion, I just want to know the truth. I will know it when I hear it and I think, I mean, what I said a minute ago, I didn't have any opinion in there, that's just what is or is not.

David: Yeah, we should seek and expect the truth. That's exactly right. Alright Andy thanks for your time, thanks for your thoughts, and we'll talk to you next week.

Andy: Ok buddy, thank you.

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
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