



Podcast Episode 236
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“The Wild Story of My Career: How I Became a Speaker (Pt. 3 of 3)”

David Loy: Hi and welcome to In The Loop with Andy Andrews, I’m your host David Loy. And Andy we are back for part three.

Andy Andrews: Oh my gosh, poor Paul, he asked one question.

David: And he gets three weeks’ worth of episodes. What’s your friend's name in Atlanta who’s going to be excited about this?

Andy: Charlie Cooper.

David: Charlie Cooper.

Andy: Dr. Charlie Cooper. Dentist to the stars.

David: If you’re in Atlanta and need a dentist, you might want to call doctor Charlie Cooper.

Andy: He’s Usher’s dentist.

David: Oh, he might not be able to squeeze you in.

Andy: He’s Usher’s golf coach too.

David: Oh interesting.

Andy: They've gotten to be friends.

David: Apparently. Alright so we are picking up where we left off. The last couple of weeks we've discussed really the journey of your career. Your willingness and desire to continue to evolve and pivot and make sure that you're adding value in different areas. We talked about you as a comedian, how that was cruise ships, colleges, opening for A list stars, some hilarious stories last week about Joan Rivers and Cher.

Andy: And brother I've got a million of them. We could do this for a while.

David: If you missed either one of the last two weeks, go back and listen to those so that you make sure that you're up to speed on what we're talking about. But Andy lets go ahead and transition into your life after comedy and actually I guess let's start with why did you make a transition from comedy and what did you transition to?

Andy: You know, some of it was not necessarily intentional. It was definitely guided ok, I just don't think I was the one guiding it at that point because it never really occurred to me to do more or different. But I was on a bus with Kenny Rogers one night and talking about, we were talking about how we had kind of grown up and we're talking about times in our lives. And Kenny is a great guy by the way, just an awesome guy. And Kenny grew up in a garage in Houston with a hundred and fifty brothers and sisters or whatever it was, it was a lot. It was a lot for anybody not from Utah, let me just say that. And I'm telling him about my time living under the pier and so at some point I tell him about those seven decisions, I'm telling him about Jones and at some point Kenny says, you are to start talking about that, that's really good and you are start talking about that on stage. And I'm like, where on stage? He said, you know, I mean, just really kind of refer to it. And I said, like it's not funny. And he said, yeah I know, that's ok. I said, so just be funny then be serious. He said, then be funny again. You're talker, transition. He said, you're not a joke teller Andy, he said, you're a talker, you're a conversationalist, you're a storyteller.

He said, just tell a story. And he said, whether people are listening to music or whether they're listening to something that makes them laugh, or something that makes them cry, he said, people just want to be compelled, they want to be entertained, they want to be focused. And he said, you can do that. And then of course then I asked the big question, you want me to do it on your show? And he thought for a second and said, yeah, feel free.

So I started throwing in some of that stuff, just kind of throwing in. And then I would transition out of it. And I started having people come up and say, hey we liked what you did tonight. Boy that's serious thing you did, that was our favorite part, which is not usually what a comedian wants to hear. You know, you're funny but we really liked it when you were serious. And then some people started saying, how do we get you, how do we get you to like our company, we have a company thing and how we get you there? And we want you to talk about those seven things, and you know, be funny too and do all this. But people wanted kind of a mish mash of it. And I started really loving talking to people about what they could do and talking to people about how their thinking would affect the results. And I became fascinated by the whole subject and I knew that it had happened with me because I read Og Mandino's books and I was just, I was a real student of that. And of course Robert in my life, at that point, the Robert D. And we were learning together and we were figuring stuff out together. And he was kind of like an older brother to me.

So at some point I realized I was, more people were asking me to do that than were asking me to do the comedy. And I realized a part of that was because we had begun to pay attention to that and we were not paying that much attention to the comedy. About the time I had become involved in, I had a business of my own, an entrepreneurial effort, involve some other people and helping some other people. And I had to really think about leading them, I had to think about helping these other people I'm surrounded with, I had to think about how to talk to them, how to communicate with them when they were going

through tough times, what would I say to them. And then I would go on stage and I would tell the stories of this friend I had going through this. And somehow I had this odd thing starting to develop in that, it was still funny but I was going places nobody knew I was comedian. And then it was funny and it had a point. There came a time where the things that people said about me a lot, the newspaper things or any, I heard over and over again, wait, you know, in an hour, you're laughing and you're crying, in an hour. In one hour, and it's both things. And I realized that God had used all these crazy things in my life to make me into a very different kind of speaker. Because any speaker, any speaker has the ability to tell a joke but I was delivering serious topics with humor, which is a different thing. And I've not seen many people do that and it really is something that came from a natural extension of who I was and who I was becoming and who I am now. Because it was all shaped by what I went through. And I must add, it was all shaped by what I was forced to go through. I mean, in a million years would I have chosen for my parents to die, in a million years would I have chosen to live under a pier or in and out of people's garages. In a million years would I have chosen for Robert and I to go pawn all our clothes except for what we had and another change of clothes. I mean, do you know how many clothes you have to pawn to get like 30 bucks, 25 buck, whatever it was. Do you know how many clothes you have to pawn to get an amount of money just so that we could pay our phone bill. And I still remember pulling up to that place, and Robert and I had this junker dodge colt that we shared. And I still remember pulling in at that phone company place and Robert sprinting across that parking lot before they locked the door, to give them that 25 or 30 bucks so we won't get the phone cut because the phone was the only way we had to like book the gigs.

But all that was years before and so I looked and I realized that all these points where I have been willing to pivot and these points where it looked like the end, it looked like there was a huge wall there. I mean, I, you know, in navigated, it was other people who had the same kind of things happening but I saw a lot of them get really mad and just

basically cuss at the sky, and quit and have a little fit and take their marbles and go home and soak. I saw people just dissolve in cry and just emotionally refuse to handle it any more. And you know, I had a couple of examples of other people that were kind of ahead in the line of me, that I had watched them and watched how they reacted to some of the stuff. And I realized that you really can have a great hope and control because your thinking determines your choices, you can choose how you think and that becomes who you are and who you are determines, for a lot of people whether they're going to hire you or deal with you or even have you around. That impacts other things that put you in front of other people and it's the butterfly effect. It's not that we're all connected to each other, everything you do is connected to everything you might do. And so that really kind of, that happened as I transitioned into that speaker thing. And then you know I was writing, I wrote those books, Storms of Perfection books, which really wasn't a lot of writing. I wrote the introductions but I had the idea and I had to stay with getting the things back because, and boy, we do an episode on that, just the process of that. Because my idea was to have a book with real letters from real people, that you knew who they were or you knew what they had done. And all we knew is that they're successful. But you never really knew how they, what they went through. And so the idea was to have letters from them, in their own words, on their own letter head, with their own signature on the bottom, telling the story, the biggest problem or worst rejection they had to overcome before they became successful. And you know, I was turned down hundreds of times to get the fifty-two letters in the first book and then in the second book, and the third book and the fourth book. And at some point then Traveler's Gift came along and I started writing that story, that was born from that time under the pier. And The Traveler's Gift and The Noticer, and that really kind of developed into the author thing which fed the speaking. Ok, the speaking fed the books but the books fed the speaking. But I tell you what they did, what the writing did that nobody really ever thinks about or considers or really have the opportunity to talk about, is the writing forced me to think. It's distressing to me today, I think to a great degree our country is where it is and a lot of families are where they are,

and a lot of people's careers and their finances or where they are, for a simple bottom of the pool reason, and that foundational reason is, they just don't want to think that hard. They just will not make themselves think that hard. It's just too easy to sit down and watch TV and just go to sleep. Too easy to eat something, too easy to go to a movie, too easy to take a drink, too easy to take some drugs, too easy to call somebody and talk to them, too easy to go out and walk around. But to sit there and think, instead of read something and think through it and take notes and think and ponder. It's just, it is not too hard but people think it is too hard so they choose not to do it. And the writing made me do it. Because I had to figure out not only what I wanted to say but I had to figure out a way to explain it in a simple way that would, and most of the things I tried to explain, I know they are kind of confusing. And so confusing complicated things, they keep people where they are. And so I had to figure out and I still is, my biggest struggle, it's my biggest thing.

I'm writing right now and I'm struggling through some stuff because I obviously, I'll give you an example, I obviously do not understand this as much as I need to understand it because if I understood it, if I was at the bottom of the pool with it, if I was foundational with my understanding of it, I would not be struggling to explain it on paper like I am. And so I have to spend a lot of time thinking and figuring. I've got a couple of people that I talked to that are gracious enough to listen to me pause and stumble and scramble through because the writing makes me think. And I want to think through it well enough that you and I can both understand the very foundational level of certain things so that we can harness those things and harness the power of it to create better lives for our family, so that we can explain to our children. You know, the thing that I'm writing right now David, the reason I am just sweating over it, is because I realized that some of this stuff that I am detailing right now, that I'm writing right now, I realized, I don't have it in print

and I don't have it recorded anywhere. And I'm 56 years old and I have a 16-year-old and a 13-year-old that I love with every ounce of who I am. And this is not down anywhere and if I have a heart attack or get in a car accident or something, my boys will grow up and they will not know this. And what I'm writing down right now will make a massive difference in how they live their lives. And so I'm scrambling to explain it in a way that years after I'm gone, somebody can pick it up and go, I'll be darn, that makes a ton of sense but I never understood that before. Well I can use this like now. And that's the writing to me.

David: But you're right, the writing did feed the speaking, the speaking fed the writing and during both of those, both of those led and required you to be spending dedicated time thinking.

Andy: Yeah, and that dedicated time thinking and the results from the speaking and the results from the writing, really kind of allowed me to start with consulting some and coaching the groups. And there's the difference because the consulting thing, it's like, I would go in to speak or somebody would get a hold of the books and they would want me to come deal with something there or 2 or 3 days, or 2 or 3 times or something like that. But the coaching, you know obviously I don't, the time is too crazy, I don't regularly coach a person ok, it's groups. So it's like a company for a year or two or a team.

David: Or in one case, eleven years. I know you've been working with one group, coaching with them for a long time.

Andy: And so those results feed and so other companies see those results and go, how, what's going on here, and you know, working with a coaching staff of a football team. You know, I will speak to the guys and I will deal with the guys on the teams but where I really need, if I'm going to make a difference with the team, it's the coaches, they are

to talk to. And more the head coach than any others. But that's, I mean, I don't call myself a coach but you know, some of them do.

David: Right, and without you asking, they just default to calling you.

Andy: That's very funny. I got this really nice pin from CEO, this is one of the favorite guys in the world, and Steve Jacobson sent me this pin at the beginning of the year, it was just this beautiful, very expensive pin. I wouldn't have bought this for myself. But he had it engraved and it says, coach Andy. I'm just very proud of that.

David: Yeah, that's outstanding. Well Andy we've gone through, gosh we've listed off 1,2,3,4,5,6, 6 different things you've done in your professional adult life, your career, however you want phrase it. But a comedian, an entrepreneurial effort, author, speaker, consultant, coach, so Paul I hope that summarize what.

Andy: Would you like any more details Paul?

David: And this is, I don't want to only be looking in the rearview mirror here, I think a lot of these things are still out ahead of you, they're still out in front. You're obviously still writing, you've talked about the book that you're working on right now. You're certainly still speaking, more than we can handle almost, you're on the road quite a bit. The consulting and the coaching is going as well and we're still continuing to search for ways to add value to people's lives. And what, remind everybody, what's your purpose again, what are you going after?

Andy: I want, this is my mission, is to help people live the lives that they would live if they only knew how to do it. To have the finances they would have if they only knew how to make that happen. To have the peace in their family they would have if they knew how to make it happen. To have the relationships that they would have with their spouses, with

their employees, with their employers, with their friends. To have the influence in their communities, that they would have if they only knew how to do it.

David: That's right. And I think that really summarizes everything that you're trying to create and put together and everything that this team is trying to provide. Again that's a reminder of what this podcast is, hopefully every week you're providing value to people's lives that help them accomplish that goal, to help them live the life that they would if they only knew how. Well Andy thanks for kind of going backwards in time and giving some details and some fun stories. I would like to do, some additional episodes in the future about some of these other stars that you worked with. Sounds like you've got some interesting stories.

Andy: Oh man, I've got so many stories. I have so many stories. I've got some that Polly like, won't let me tell.

David: Maybe you could tell the stories and not attach her name to it.

Andy: Ok, I could do that.

David: Alright, well Andy thanks for your time and thank you for joining us this week. Make sure to share this three-part series with your friends, anyone who might be facing a pivot in their own life. This series could be an excellent encouragement to them as they might need to make a change or take the next step forward.

Andy: And you know, if they are dealing with a pivot right now, great, ok, because there's something to do. But if they're not dealing with a pivot right now, they're about to.

David: It's coming at some point. That's exactly right. Alright well Andy thank you for your time and 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!

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