



Podcast Episode 242
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“The Trick to Preparing Your Kid for Entrepreneurial Greatness”

David Loy: Hi and welcome to In the Loop with Andy Andrews, I’m your host David Loy. Andy, thanks for joining us again this week.

Andy Andrews: David, thank you very much. I’m having a great time.

David: Yeah, over the last couple of weeks, you caught me off guard a couple of times because we had our first In the Loop sponsors, so I’m curious to know, do we have anybody this week?

Andy: Today’s episode of In the Loop with Andy Andrews is sponsored by Rockerman. Rockerman, notice the difference in the handcrafted furniture from Weatherford, Texas.

David: Weatherford, Texas, that’s not too far from where I grew up. That is terrific.

Andy: Let me just tell you, Rockerman, I mean, this is the outdoor furniture that we have. I mean, and when I found out about, and you got to go, go to rockermanoftexas.com. And I saw this furniture at this hotel that I was at, somewhere in Texas, and every one of these hotel rooms outside of the room, had two rocking chairs. Now when I say rocking chair, you’re probably thinking, cracker barrel or whatever. No, this is totally different. It’s a big rocking chair. Now I’m not talking about big, high back, I’m talking about just big. You just got to see a picture of it, ok, and you’ll know, if you go to rockermanoftexas.com. But all these things are handmade and they actually go and select the pieces of this Western Red Cedar. And the stuff never rots, it’s just unbelievable. But they hand make it and they ship it all over the country. And this is what we have on our dock.

David: That's terrific. And I know the last couple of sponsors were from down on your neck of the woods. It's nice to hear we're expanding, we're all over the place with our sponsors.

Andy: Oh my gosh, we're spreading now, we'll have world governments sponsor this before it's over.

David: Absolutely. Again that website, rockermanoftexas.com. Those pictures on their homepage are pretty amazing. This is unlike any furniture I've ever seen before, it's pretty cool.

Andy: Oh yeah, they made rockers, benches, bench rockers, they make table swings. And they do some stationary chairs. But I actually met them because Polly wasn't sure that she wanted this at first, on the dock. But you see, it's big, it's awesome, and she just wasn't sure, you know, just a lady, right. And so she wasn't really sure that that was what, and I said, Polly look at the stuff, it'll last a lifetime and it's just, I mean, it's perfect. And she said, I just wish I could see it. Because I was the one who'd seen it, right. And so, I call these people and just, no, I didn't call, I put a thing on the site, the little, where it says contact us, and I wrote, just ask a couple of questions. And I thought, well they'll probably get back with me like in a week. And man that afternoon, the owner of the company, Alex, called, called my cellphone, and said, hey. I mean, he had no clue who I am, not that I am anybody, but I mean, you know what I'm saying. He had no clue and he just called and said, hey, just saw your question, got your answers. And I tell him, I said, you know, I was curious about the shipping and how much that stuff was, because the prices on the furniture, I was just shocked, I mean, it's not nearly as much you would think it would be. And so he said, shipping is very modest. And I said, well, really honest, just being really honest here, just trying make a decision because my wife, she's just not sure, she hasn't seen it and I wish we could see it. And you know what this guy tells me?

I mean, this guy, this is what blew me away and this is why we have the furniture really. It's because he said, I'll tell you what, he said, you figure out what you want, just tell me what you want, he said, we'll stain it however you want, we'll even put a brand in it if that's what you want. We did not go with a brand but to do a thing like that. He said, just tell me what you want, pick out whatever you want and we will ship it. And he said, let her look at it and if she doesn't like it when it gets

there, just send it right back. He said, I'll pay shipping both ways, you don't owe a thing and send it right back. He said, I'm so sure that she will like it, I'm not even concerned about doing that. And I'm like, seriously, just send it back? He said, yeah, just send it back. And obviously she loved it so.

David: That is so cool. And another as you've gotten to know him a little better, another guy that is just doing business the right way and you're proud to recommend to any of our In the Loop listener. So check that out, rockermanoftexas.com. Alright, Andy.

Andy: What a great Father's Day present, just saying that. Even though this is after Father's Day, you got Father's Day coming up next year, Mother's Day, you got all kinds of reasons you could give somebody a rocker.

David: Yeah, a birthday, a Sunday, any reason to give a gift.

Andy: Listen, when you're giving a rocker like this to a dad, every day is a Father's Day.

David: Exactly.

Andy: So enjoy the Rockerman difference, at Rockerman of Texas, every day is a Father's day. How's that?

David: There you go, that's a free slogan that you just gave them, that's terrific. Alright, let's get into today's question, which is terrific, it came from Diana. Diana Bennett emailed in and she says, Andy first thank you for sharing your wisdom and insight, I've gleaned, from your knowledge, for over a decade. Wow Diana, that's terrific, thanks for sticking around and continue to participate, this is terrific. I'm seeking guidance on a matter with my "old soul" of a daughter that resides, in an eleven-year-old body.

Andy: I understand, we have a boy, our sixteen year old is also an old soul so I got it.

David: She goes on saying, my daughter is my only child, she has leadership and entrepreneurial characteristics. She has intolerance to intolerant misbehaved children. I've shared with her, that if she's going to be a leader, she will work with these same kind of individuals someday. As soon as I knew she needed guidance in this area, I wondered, what would Andy Andrews say about this? Would you kindly share any insights or give me the names of any books you've written or any other books that might help pertaining to this matter? Thank you, from Diana. Andy, that's an interesting question.

Andy: That is an interesting question. And I will just say first to Diana, your daughter is intolerant of misbehaving children. So wow, your daughter and I have a lot in common. I'm kind of intolerant about that too. But I tell you what, you answered that very, very well. I think that's the answer. Because as we've talked before many times, if you want something to change, if you want change to occur in your child, in your world, if you want to enlist a change, then two things have to happen. It has to be, what's in it for me, and proof beyond a reasonable doubt, meaning it has to make sense, ok. And so if your daughter has these leadership characteristics and these entrepreneurial characteristics, then you are exactly right. You want to explain to her, you want to connect with her on what she wants. And I don't know what your daughter's name is but I'll say, dear, I've been thinking about this and gosh you're such a great leader. You want to have your own business when you grow up and if you have your own business, as that business becomes more and more successful, you will have, you have the opportunity to have many different people that you're leading. They're employees of your company, and you're leading all these people. Now, dear, knowing how cool you are, and you say that with a smile, I mean, you already see that not everybody is like you right? Do you sometimes feel different? She'll say, yeah, I do. And say, ok, that's good. You've been made very different and that's good, different is good. But everybody is not like you and so if everybody was like you and everybody had this leadership thing and this entrepreneurial thing, then as you started to be successful in your business, you would have a really tough time finding anybody to be an employee because they're just like you and they're all starting their own businesses, they're all out there trying to lead, there's nobody to lead because they're all like you. My point is, there's a lot of different kind of people. And you don't necessarily have to learn to get along with people like you, you just naturally will. And you won't be working with them that much anyway. It's the other kind of people that you're going to have to work with.

And so what happens if you start a business, and you're just mad at your employees all the time and you just, they just aggravate you all the time. And you don't even know how to deal with them because they're just like, why don't they understand this? And just because you're angry all the time, they're not really crazy about you either. And what if, as you start your business, that's when you have to start to learn how to get along with these people because you have to. I mean, if you're going to have a successful business, you're going to have to know how to communicate with them. You're going to have to know how to get the best of out of them. You're going to have to know what clicks their trigger, you're going to have to know how to lead them, you're going to have to know how to encourage them. You're going to have to. And so if you have to wait until you start your business before you start learning how to deal with them, you'll probably go out of business before you learn, you'll probably go bankrupt before you learn. And so, you have an unbelievable opportunity right now at eleven years old and twelve and thirteen and fourteen, to go ahead and get this down. You're able to be in a practice game, ok. Because it doesn't really count right now like it will count when you're money is on the line. And your family's on the line, and your living and your house payment is on the line. It'll really count then. And so if you go into the game, already knowing how to play it, then you're going to get much better results and you'll be much happier and they'll be much happier. And so Diana, I'm just giving you kind of an example of something you already did, really, ok. You know, a lot of these stuff came from Jones in *The Noticer*, *The Noticer Returns*, and it's just dealing with people. And frankly this is, these are conversations that I have with my boys, ok. Because I've got one boy and he is very entrepreneurial and he has leadership. I mean, Austin won the young entrepreneur of the year award for the State of Alabama last year. I mean, he's a leader. And he's got a brother who is kind of like his dad. You know, the brother, Adam, is kind of, he's fun, he's crazy.

Now, if a girl looks at, both boys are pretty good looking but if you want to have a lot of fun, you want to go out with Adam ok, Adam's fun. Now Adam can drive Austin crazy because Austin's like, hey we got to get this done. I mean, sometimes, Austin will come to me, or if I say, hey Aus, go get Adam, I want you guys to. So wait, what dad? And I'll say, well I just want you guys to do such and such and such, make this happen and clean this or whatever. And Austin used to say, he would say, dad, let me just do it by myself, let me just do it, I'll do it by myself.

And I would say, why? Because not only do I have to do it, I have to try to keep him doing it. And then he doesn't do what he's supposed to do and then I, and he's off doing something else and doing something. You know, it's just a hassle; it's just easier to do it myself. And so, knowing that Austin, I mean, if you ask Austin, what you want to do when you grow up? Austin will say, I want to own a bunch of businesses, that's what I want to do. I want to own businesses. And so I had to explain to Austin, more people are like your brother than are like you. You're the one that's really kind of different, almost everybody else has a hard time, kind of, nobody else wants to actually work. Nobody else wants to actually do it and get it done, most people would rather just goof around while they're doing it. And if you're expecting to have a big business one day, you got to learn to deal, God has given you the perfect opportunity to learn how to deal with this kind of person because your brother is this kind of person.

David: And I hope people out there are listening to this and seeing the application to more than just eleven year olds, twelve year olds, sixteen year olds, this is a life lesson that many adults could probably take advantage of right now. If you haven't figure out how to work with others effectively, then you still got some learning to do.

Andy: Yeah, I mean, truly, and we all have that. I mean, there are, I mean, everybody's different but the people who, that's why, you know the thing David, that there's the different personality types. You know, Jones talks about the goldfish and the puppy dog, and then you've heard the DiSC. Some people, I remember when we first became aware of those like twenty years ago, people go around and say, I'm so and so, people talk and say, I think so and so is better than so and so. Better to be this than to be that, better to be a D than an S and bla bla bla. But you know, and I guess Robert Rome and a lot of these guys would say, well there is no best, they all have their benefits, that's what the teachers of that would say. But there is a best. You want me to tell you the one that is best? The one that is best is the one where you can't tell what they are. You don't even know what they are because they have balanced in the middle of all four of them so well that the Ss feel like, gosh, man, you and I really, we connect. And the Ds feel like, gosh, me and you, type A, all these other bozos. And then Is, I mean, everybody connects with them because they have been able to gather enough and to connect enough and to relate well with other people. I mean, I learned this in a business situation years ago when I realized that there were people that were like just flying

away from me, they didn't want to work with me, didn't want to deal with me because I was so far one way that I just made them uncomfortable. And so I realized it wasn't really my intention, it's just kind of how I was. And a lot of people say, hey that's just how I am, that's how God made me, so that's how I am. Well ok, if I was talking to a younger Andy and Andy said, hey that's just the way I am. If I was talking to a younger Andy, I would say, really? Ok, so, I agree, that is how you are. So you just want to stay a jerk for the rest of your life? Just want to stay that way? You can walk into a room and deal with somebody and not be mad, not be upset, nothing be wrong and you can walk out of the room and people go, gee, what's wrong with him? Because that's what I was putting out. A lot of people would say, it's just who I am. Ok, well, ok, that's fine but progress is about change, it's about sandpaper. You want to stay the same, don't allow any difference, to allow any pain. But if you want to change you have to sand of some of those edges and if you want to change fast, you use rougher sandpaper.

David: This is really good. And I think everybody already realizes this but I'll just say it, Diana is handling this situation with her daughter in a great way. I mean, she's on a great track. I mean, how great would it be to have a mom that is seeking out this kind of wisdom and counsel and really trying to. Andy what is it that you always say about how we're parenting kids, Diana is really trying to live that out, it looks like.

Andy: Yeah, and that's so critical. I mean, parenting is the fulcrum our society tilts on. And so what she is doing, what Diana's doing, you can tell, she's not so interested in raising a great kid, she is raising a child to be a great adult, that's what she's doing.

David: Absolutely.

Andy: She's concerned about this child's adulthood as she's talking to her, that's what she's doing.

David: That's great. Well Diana thank you for participating, thanks for the great question. And Andy thanks for your insight there from a very personal perspective as well, especially with your boys. Alright, if you have a question for Andy, for a future episode, give us a call 1800 726 2639 or send us an email intheloop@andyandrews.com. That goes to our producer Matt and he will get

those to Andy and I. And we'll try to get those on in a future episode. Andy, as we wrap up here, remind me one more time, who is our sponsor for this week?

Andy: Our sponsor is Rockerman. Purchasing a piece from Rockerman is an experience. And you'll have a refined piece of Texas craftsmanship. Hand carved wood furniture, customized to fit your unique style, rockermanoftexas.com. I've always wanted to do this kind of commercials.

David: And you're so good at it. Now we get to do it, that's terrific. Alright, thanks Andy, we will talk to you next week.

Andy: Alright buddy, take care.

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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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