



“The Hidden Benefits of Honoring Your Job (Even If You Want to Quit)”

David Loy: Hi and welcome to In the Loop with Andy Andrews, I’m your host David Loy and I’m thrilled as always to be joined by you Andy. How you’re doing today?

Andy Andrews: Well thank you, I am great, I am having a great time and just enjoying life. I enjoy life. And so, you know, family’s good, we’re just having a good time and we’ve got a very unique sponsor today. I’m very excited.

David: Oh, I’m always excited to hear these, this is new, we’ve done over two hundred free episodes of In the Loop and we’ve just recently started having a couple of sponsors and I never know who you’re going to talk about. So, who is our sponsor this week?

Andy: Today’s episode of In the Loop with Andy Andrews is sponsored by Perdido Beach Trading Company, shopping & retail. Now let me just tell you, Perdido Beach Trading Company David is this awesome place in Elberta, Alabama. I’m just telling you, it’s one of the most unique places you’ll ever go in your life. It’s like antique stuff but not boring antiques, not like your grandmother’s dresser, ok? This is like, I don’t know, you’ll have to go on their Facebook page and if you just look at the picture on their Facebook page, you’ll go, oh my gosh, I’ve got to go there because inside they’ve got stuff, outside, the last time I was there I bought a sign Vienna Sausage Sandwiches 35 c, this old, old sign.

So anyway, it’s on highway 98, outside of Elberta. And on the weekends, they’ll have like a Bluegrass band playing there, and it has this awesome outdoor area, you just got to see this, it’s kind of in the middle of nowhere but Perdido Beach Trading Company is owned by Len and Beth Love, just

great people. It's one of my favorite places to go into. And we also recently got a couple of cats from there.

David: Wait what? Did I hear you right?

Andy: Yeah, yeah, you know, I'm not a big cat lover or anything but people down here, we like cats because if they're outside, you know, they kill these snakes and stuff like that. Anyway Len and Beth Love, that Perdido Beach Trading Company had a cat, mamma cat kind of came up and Beth started feeding her and of course she was pregnant, she had kittens. And Polly went up there and got two of them.

David: And that's all she brought. But you're right, their Facebook page, the pictures on that are just, it's super, it's way different than what I thought it would be. You said the name and I looked it up and I'm looking at it right now, but some of these pictures are terrific. The one on their, the background photo on their Facebook page is outstanding. That gives you a great idea of what they do.

Andy: This place, if I had to start from ground zero to decorate my office and I have very odd office and I have all kinds of old stuff, old cool stuff, not grandmother's dresser but old cool stuff. If I had to go to one place and outfit my whole office I would go there.

David: That's great. And go check them out, Perdido Beach Trading Company, the Facebook page will tell you all that you need to know. That's really cool. Andy thanks for sharing that with us and thanks to them for being a part of this. We're always excited to have new people involved with In the Loop, and the sponsors are banging down the doors here. We're glad to have them on board. Alright Andy we have a voice mail this week, we have, like I've been saying for a long time, we have so many people that are asking questions, sending emails and now we're going to get into a few of the voicemails that have come in recently. This one is a great question, comes from Clay in Laurel, Mississippi, not too far from you right, that's a hundred and fifty miles from you or so.

Andy: Yeah, Laurel, Mississippi has one of the last Pasquale's restaurants that exists. You know, Pasquale's has that awesome roast beef sandwich.

David: I have never been there. Now I'm going to have to go. I bet Clay's been there a few times.

Andy: This episode of In the Loop, sponsored by Laurel, Mississippi, home of the roast beef sandwich from Pasquale's. They're also the home of, you know, you remember Green Acres?

David: I do.

Andy: Remember the guy who played?

David: I remember the reruns, I wasn't around for the first airing.

Andy: Ok, the guy who played Eb, he is from Laurel, Mississippi.

David: Ah, gotcha. Well, he and Clay have something in common then. So let me play Clay's voicemail and then we'll get your thoughts on his question. Here we go, Clay take it away.

Question 1: Hey guys, this is Clay, in Laurel, Mississippi, and I've got a question for you Andy. I'm wanting to be where you are in my future life, five years from now, I want to be traveling, I want to be speaking and encouraging and seeing the light bulb go off with people, of how they can have a better life. Currently I am trying to get out of a debt, should be out of debt in a year and half. And a year and a half, when I'm debt free, I should be able to do anything, since finances will not be an issue at that time.

And I want to make sure that when that opportunity, that wave of opportunity comes, I want to make sure I'm in the water with my surfboard, and ready to catch the waves. And I just want to make sure I don't miss a turn between here and there, because right now, all I've got is a J-O-B. It is a means to an end but I don't want it to be the very end. I want my life to be more fulfilling; I want to up the level in which I speak into people's lives, at a greater level. How can I do that?

Andy: Well, that's a great question. You can tell Clay can turn a phrase. So much of this Clay is deciding where you want to be, and deciding what you want to do and exactly what you want to do, and honing in on that, so much of that, of where you end up has to do with what you're aiming at. And so you've got a lot of this going on right now because you're really defining what you want to do and how you want to do it. You talk about, you want to up the level that you're speaking to people's lives and that's so important.

I talked to a lot of people Clay that really feel like they are there, they feel like, ok, I'm like ready, I'm like, now, you let me out on a stage right now, I can do it now. And I have not gotten to the point yet where I feel like I hadn't got a lot that I can learn. I ain't got more ground I can cover, I can get a lot better and so I love hearing from someone when they say I want to up the level that I speak into people's lives, so you're already speaking into people's lives, you want to get better at it. I mean, that's what I'm hearing, that you want to be, you want to be traveling, you want speaking and encouraging and you've got a year and a half that you're going to be out of debt.

I love hearing this because it defines what you are, where you want to be. Here's one that I want to caution you about, this is, it's nothing wrong at all, it's just something that I always, I kind of cock my head and that is, you said, right now, you just have a job. Ok, I would be really careful in your own mind in how you express what you're doing, ok. And I would, if I could like wave a magic wand over you, I would say, ok, I want Clay to be more grateful for the job that he has, I want him to express that gratefulness and I want him to do that because it will be a great example for other people that will come behind him in his position, it'll be a great opportunity for him to show gratefulness in other areas of his life.

And I guess the bottom line is this, as an entrepreneur, as somebody who wants to do more, one of the things that you and I know, is a necessary part of life, is when we move from one level to hopefully a different level, higher level, there's some stuff that we're having to leave behind, ok. And in this particular place, you already see that what you're wanting to do, you want to leave that job behind. Ok, there's nothing wrong with that, but what you want to make sure happens is that when you leave this place, they are crying and

giving you a party, and you have been the greatest employee they've ever had. And you're leaving and so they're going to give you a party. You don't want to be leaving and when you leave they have a party. You understand what I'm saying?

David: Absolutely. And that's a great reminder; I know you do here similar things. And that's not good or bad, it's just a word of, it's just a perspective. This is something that you've seen a pattern before and going to be, for people to watch out for, when they're wanting to move on down the road. That doesn't mean you found it in now until you leave.

Andy: You know, if I had to, now I'm going in a little bit different direction but this will make sense to Clay. There's nothing wrong with the direct sales industry, just like there's nothing wrong with, just like there's nothing wrong with car salesman or attorneys. But one car salesman, one bad attorney can give an industry of kind of an odd reputation.

And in direct sales, one of the things they fight against is you're in business for yourself, in direct sales, and there are people who just like, they can give a whole industry a bad name because they're crazy or they do things without thinking or they do things that are against the rules. And so if I had to look at that industry and you said, Andy what would you change, what would you change about just a behavior thing ok? If I had to change a behavior thing that I have seen that's been across the board, not constantly, but I have seen it in almost every area of direct sales, that is, a denigration of a job. You know, I think that there are people in many different direct sales areas that will talk about, you know, you got to get rid of you J-O-B, you want to get rid of that job, you don't want that boss telling you what to do, you don't want that da da da, you want to be able to sleep and not have to go bla bla bla.

And to me, while it is true we want to go to a different level, you do want different choices, if you work for me, if I am the person that has a business and I am providing opportunity for employment and I'm going through the hassles that are on that side, and I find out that away from work, somebody is like bad mouthing not just the place and not just the, if I find out somebody's bad mouthing the very opportunity, just, I mean, the very opportunity, that gives me a weird feeling. It's like, wait a minute, I mean.

And so I'm just saying, we want to be very sensitive as we move from one level to another level. I don't care what it is, I don't care, even within the job ok. I mean, forget doing something else, let's just say that you're wanting to go from this position to a supervisory position. I mean, within the place, be very careful that when you move everybody is sorry to see you go and you've been the best. Not that, good grief I'm glad he's gone, good grief I'm glad I don't have to listen to that guy anymore. You know, that's the last thing that you want because trust me it will catch up with you in other parts of your life.

And so specifically, just here with this, specifically Clay, if you want to speak and you want to encourage and see the light bulb go off in other people, a lot of that is going to have to be done with companies, with corporations. And listen, you probably got this covered, maybe I'm not even talking to you ok, but a lot of your opportunity when you get away from your job, a lot of your opportunities to speak are going to come from people who are providing jobs to other people. And the last thing you want is for people to go, well, I'm not bringing in them, do you know what I heard, that he used. I'm not saying you're doing that, but there are people who do, and they're cutting their throats because other opportunity in their lives, their futures shut down because they didn't conduct themselves in an ethical way.

David: That's really good. And we love having these thought provoking questions of people that are in it, they're passionate about, they want to learn, they want to grow, they see a vision, Clay clearly sees a vision for his future, he's trying to emulate you and so many others, and looking for direction on how to get there. I just really enjoy hearing an authentic question like that.

Andy: Hey and here's a great, here is just a further confirmation of this, so just having to think, you know, the greatest of all time, Zig Ziglar, Charlie "Tremendous" Jones, a lot of these guys, you know, Jerry Clower, you know what these guys did? They were the best in their jobs, they were so good in their jobs that they were asked to train other people how to do their jobs. And then they were so good at training people, in Zig's case, how to sell cookware, in Jerry Clower's case, how to sell fertilizer. They were so good, that they were asked to train and they were so good at that, that they created careers speaking back before anybody ever thought of, you can do that for a living?

And so their focus and the value that they created, their dedication and loyalty to the people and the company who provided them an opportunity. I'm not saying you don't want to move on, I'm not saying you don't want to move up, everybody does, everybody should, ok. But you want that to go, you want to move on with honor. And that honor will pay dividends in the future.

David: Yeah, that's exactly right. Well Clay thank you for jumping in here. We're thrilled that you're here, in Laurel, Mississippi. Hope you're having a roast beef sandwich today. According to Andy that's what everybody in Laurel should be doing.

Andy: Absolutely.

David: But if you have a follow up question, if anybody wants to add to this topic or ask your own question to Andy for a future episodes, send us an email intheloop@andyandrews.com, or call us like Clay did and leave a voicemail, that phone number is 1800 726 2639, 1800 726 Andy. That's for Andy Andrews, for those of you who might not know why we did that.

Andy: Yeah, and also, I just want to also say to Clay, that he's bound to run into Tom Lester, there at Pasquale's, in Laurel, and Tom Lester, the guy who played Eb on Green Acres, awesome guy. And so when you see Tom, tell him Andy said hello.

David: Oh man, I am getting hungry now. I'm going to need to go find me a sandwich. Alright Clay thanks for your question, Andy thanks for your time and for your answer and we will talk to you next week. Oh wait, before we do, remind me once again, who is our sponsor for this week?

Andy: Perdido Beach Trading Company, highway 98, outside of Elberta, Alabama.

David: Alright Andy we'll talk to you next week, thanks.

Andy: Alright buddy, take care.

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

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