



Podcast Episode 276

Unedited Transcript

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## “How to Distinguish Fake News from Real News + The Secret to Speaking Without Notes”

**David:** Hi and welcome to In the Loop with Andy Andrews. I'm your host David Loy and with me once again is Andy Andrews. Andy, how are you?

**Andy:** Good David Loy, how are you doing?

**David:** I'm great. I'm so excited. The book is doing fantastic, 'The Little Things.' We've been talking about it for a long time but for good reason. It is, it's doing great and I know you're excited about it and people are writing in, telling us how impressed they are and how much impact and meaning it is having in their lives. So, congratulations Andy on a book that is having a lot of effect and great impact on people.

**Andy:** Well, I'm excited. I'm kind of relieved I you know, you get past the point where it's, "Okay here it is." And you know and so people seem to like it. You know, I feel like this book, if there is any book that has come from my gut and my mind and heart, it's this one because this one was where I looked at the success we were having with other people and I realized I had not-None of this written down and I thought, man, there's so many principles here that we are harnessing that are working for people and their families and their businesses and they are

getting unbelievable results and I haven't written any of it down.

And I thought then, I thought man, if I croak, if something happens to me my boy- You know, I love them you know. With my wife Polly I love Austin and Anna more than anything on the planet and it would just- It horrified me thinking they might not have access to this. And so I started writing it down. And I really started writing it down first for them and I thought, who am I to be stingy with this. This is something that will help everybody and this- In my mission statement it helps people who are hurting and help people live the life they want to live if they only knew how. And so, I'm just thrilled the books working and people are giving it as gifts and you know, making it their business book of the month thing and I'm thrilled.

**David:** I was about to say, we recently had a company ask to buy 3,000 copies. So they wanted, they liked the message so much they wanted to share it with everybody. So, that's-

**Andy:** That's awesome. I'm hearing tons of people giving it as like client gifts you know, they have or you know make a sale or do something or have potential clients and there just. You just cannot every go wrong passing things to people that will help change their lives. And I'm, you know this is an inexpensive way to do that and I'm grateful to be a small part of it.

**David:** Exactly, so if you haven't checked it out yet, 'The Little Things' is available anywhere where books are sold, it's online, it's in

store. Take advantage of what everybody is saying is a truly impactful read. A fairly quick read but could change not only your personal life but professional life as well.

All right Andy, we've got a couple of really great questions and I think we're gonna get to two of them today cause I don't think either one of them are too terribly long but we got a couple of loyal listeners write in and ask their questions. So let me get the first one to you and we'll get your thoughts.

The first one comes from Tracy. Tracy says, "Hi Andy. Wow, I feel continually blessed by your insights. Thank you for what you bring to a broken world." Thank you Tracy. Thanks for writing in. Tracy goes on to say, "I recently listened to your podcast about voting, which created a question I hope you'll address. You mentioned how important it is to verify a credible, reputable source. This led to a great discussing with our 16 year old daughter. I asked her if she was taught in school how to determine a credible, reputable source and she said, 'No.' This led to a deeper discussion, which led to additional questions so my questions to you are: How does one know what is a credible and reputable source? How does one determine and verify a credible or reputable source? And with anyone and everyone publishing on the internet, what makes for a credible and reputable source on the internet? I'm eager for your insight in this area so that our family can continue this great conversation. Love and prayers, from Tracy."

Andy, what do you say.

**Andy:** Awesome. Okay, I think answer this pretty quickly. And it, but it's gonna require some introspection, Tracy. Okay, which that's no problem. You know I- Let me just tell you kind of how I do it, okay. And what I do is I am in a constant state of, I guess you want to say thought or prayer or connection or whatever, where I am really in a just like, God please you know, give me wisdom here and let me see you know what you want me to see. And let me you know just earn the truth and so, and I know for some people that might sound very woo-woo or well that doesn't help me at all. But it kind of does because I want you to trust your instinct and I want you to hone your instinct and I want you to hone your discernment.

Now, one great way to determine a credible source is to examine the leaves. You know I think it was in 'The Noticer', where Jones examined to me about the leaves people drop. He said, "You can go into a forest and you don't even have to look up to see what kind of tree you're under or what time of year it is or a whole lot of things." You can pick up one leaf and you can tell what kind of tree it is. Is it a young tree? Is it an old tree? Is it winter? Is it spring? You know, is this tree healthy? Is it sick? There's a lot you can tell by one leaf. And as he told me this is true about people as well. People drop leaves and you don't have to pick up a ton of leaves to determine the credibility of this source, of this person, okay. That you know, you just a

little bit will tell yeah and I would urge you to look long term with people.

You know I always think you know, if someone tell you who they are by their actions or they tell you who they are with a lie or they tell you who they are with behaviors. You know, if they tell you who they are, believe them the first time. Believe them. And so there are some people and there's some sources that you can see by their history or by their present that they're not credible and I would- You know some people say, "Well, somebody can't be right all the time." And I understand that. I don't think people can be right all the time. I do think they can be credible all the time because I think that when-

You know, the best is one thing. The truth is one thing and it's like I told my boys at one point. I said, "Guys, I don't, I don't expect to be right about everything. Okay, I'm older than you are, I have more experience you know, hopefully I have more wisdom. But I don't expect to be right about everything and if you suspect that I am not correct in something that I say or something that I decide. I am absolutely, I really want you to say, 'Dad can we discuss that,' because what we want to come to is the best." And if I- I'm fine with having my thoughts tested. I'm fine saying, "Okay, dad let's rethink that or can you explain that," because what I want to get to is where- I mean, do you want the best, yeah you want the best well I want the best too.

Okay the best is one thing so we're not gonna come to a point where well-

You know if you think blue and I think green, that's an opinion. That's not what we're talking about. We're talking about principle here, were talking about action and so we can talk about, we can discuss it and I am absolutely happy for you to bring me to another way of thinking. But you also have to be open to being brought to another way of thinking because what we want to do is get to the best.

Now, in my opinion that makes you know, hopefully that's part of what makes me a credible source for you. I'm not telling you I'm right all the time. I'm telling you that I am thinking and growing and learning and figuring and listening and thinking again and rethinking and listening more and finding more. So I hope in certain areas of your life I am a credible source. To me, somebody who says, "This is the way it is and you know, blah, blah, blah." Somebody that you may find that your discernment says, "Whoa, that something doesn't sit right me on that." And then something doesn't sit right with you on something else and something else. That's not a credible source. So, I hope this has helped a little bit. It would certainly help with your family conversation, right.

**David:** It'll help the conversation continue to keep going.

**Andy:** Yeah.

**David:** Well, Tracy thank you for writing in and interested to hear what else comes out of that discussion. And I love hearing from families that are having those conversation. Andy, feels like that's not as common as we would all like for it be anyway.

**Andy:** Yeah, I'm glad you're having that conversation too. Good grief, because kids need to understand. It's a conversation I had with Austin recently where he asked something and I can't even remember what it was, but I remember saying, "Hey, buddy you know the reason you have that question at all," I said, "is a real comforting thing to me." Because most people would not even think about that because you're thinking about whether or not you should do something or not and you're just making sure it's right before you do it because obviously it seems appealing but now you're thinking about whether you should. Most people, if it seems appealing, they're just gonna do it and they're not gonna, they don't even want to think because it's appealing. Why would I even try to think if I should do it or not? I want to do this.

**David:** Right.

**Andy:** And I said, "But that is that little feeling, that's that Holy Spirit, that's that feeling that tap on the shoulder going nah-ah, hey think about this." And I said, "Most people by the time they're adults, they have squashed that so much out of their lives that it's so silent that they have to operate by a book instead of by any kind of insight or conscience or discernment that they

have." They need someone to say, "You do this or you don't do this," and that's kind of all they can think because if they want to do it, if they feel like it'll make money or if they feel like it'll be fun or if it feels like they can get away with it, they're going for it.

**David:** That is, it's just a great sign that those questions that are even being asked and again Tracy, that you're having those discussions with your daughter. Glad you're a part of, In the Loop. Thanks for sharing.

All right Andy, let's get to another question while we've time here on today's episode. This one came in from a well, a pastor and a speaker. Let me read this it's from Anthony. Anthony says, "As a pastor and a speaker, I desperately want to speak without notes. I'm sure it's a crutch and I can't seem to break away. Is that a big deal or should I let them go and if so what tips could you give to help me do that?"

Andy if there's anybody that can speak to a speaker, it's you. So what advice would you have for Anthony as a pastor and a speaker trying to figure out if notes are okay or if he should get rid of them.

**Andy:** I think notes are okay in situations but they, I think your thought process is right on. They more that you can get away from them the more that you should and I'll tell you why. As a speaker, you want to communicate, right? You're not just trying to talk to a bunch of people, you're wanting to communicate



truth. You're wanting to communicate something that will impact their lives and so to me, a great speaker should have a mix going out- A great speaker should connect with head and heart, okay. You can't just connect with the heart and have everything you say be stupid and you can't just lay out intelligent stuff and have no feeling in it. It has to be a great balance and people rarely have a connection with somebody who reads their speech who- I mean we've all seen it, we've all seen people reading it.

Let me, here's a crazy example but how much sincerity do you suspect is in the speech of an athlete who's in front of the cameras and he reads, "I should have never acted in this way and I am so sorry that I have. And to those who I have offended, I offer my sincerest apologies and-" I mean you know, does this guy mean this you know, come on he's reading it. He probably didn't even write it. That's kind of what we think and so when you are reading or dealing with too many notes it takes people out of a conversational loop.

You know, the greatest times, the greatest heart felt things that you have ever had Anthony with your family, with your wife, the most heart felt things they have been, they have not been notes. Right, I mean what if you got down on one knee and you had the ring in your pocket and you said to your wife, "Dear, I love you so much and I want to-" And you look down at your piece of paper, "live the rest of my life with you." And you looked at the piece of paper and said, "I feel so honored to be in

your presence and I would like to ask you-" And you look at your piece of paper, "will you marry me?" I mean she would be like, "What are you doing?"

Now that's an extreme example okay, but audiences are the same way and this is part of the reason you want to be close to them. If you are a pastor the number one thing I would urge you to do, to get off that platform. Get out from behind that pulpit. Go down to where these people are and talk to them, all right.

Now, here is a great way to do this with very little notes or to get without your notes. Now I understand that at- Now there's a difference when you're a pastor and a speaker, okay. I know that pastors speak but speakers tend to have three or four basic things that they build their speeches around. You know, pastors, buddy you gotta throw something new out there every week, okay. And so, this is maybe a little tougher for you but what I would urge you to do is-

Let's just say you're starting with your notes and in a day or two days you want to get down to either no notes or to get down to six or seven words, all right. What you do is you start off with your notes and then I want you take a highlighter or a pen and I want you to divide that into six or seven sections, all right. Maybe you're a pastor that goes, "Point number one or point number two," and so if you have three points, divide that thing

into five sections. Intro, point one, point two, point three, conclusion and do it. You know, do the thing. You're a pastor, it's 20 to 30 minutes so just do it. Go in your office go and do it. And you know, try to do it without your notes as much as you can.

All right so then, after you do it, you kind of, and sometimes you don't even have to you'll get to the point you only to talk it. You can kind of look at it, you can be quiet, you can sit on the couch and go through it and realize all right now you're gonna cut those notes in half and but you still got them in those sections. You know, a beginning, one, two, three and ending and then so you're gonna cut those notes in half. In fact, you know have, you can probably have nine or ten words in each section because each section kind of has a section. Point one would really have kind of two or three or four points that you want to make as you're making point one or point one would have you know the point and the explanation of the point and a story connected to the point. And so put you know, put the point.

Now if the point is, if the point is that you want to you know you want your church members to- I don't know, I'm blanking out here. If you want them to go out and spread the gospel then reduce that to one word, okay. Witness, all right. And then you've got a story about what that means and, or you've got an explanation of what that means. And that means you know, Wednesday nights you're gonna go or what they are gonna do

in their daily lives and so you put, daily lives. And then you got the story about the time you know, your uncle Frank or whatever and just put, you know, uncle Frank.

All right so then do that for every section. You know, you're reducing it to a few number of words. Then you're gonna reduce it even further and you're gonna reduce it down to- And my point is, I don't have to do this with you, you can do this Anthony. My point is, I have many times will put down just like the first thing I'm gonna say when I get out there. Just kind of, just a word that gets me to the first thing I'm gonna say and then you put down, witness. Well man, you can you know, witness, I mean if you just had to glance a that then you would know, "Witness, I got that cause I'm gonna explain that and then I'm gonna tell, that's the uncle Frank story." And so then you put down whatever the second one and whatever the third one.

I'm saying you reduce them to, you can literally reduce everything to one word or two words and so you can have an entire set of notes with three point, a beginning and ending that has seven or eight words in it. And then, you watch, you can actually go up you can kind of just look at those words before you go up there. And you lay them up on the podium for protection if you want to but once you get started your mind is gonna go, there's the introduction, you go right to witness, go

right to the second thing, right to the third point and now you're closing up and you got it.

And the couple of little tricks that I would throw in there for you is one, is you know get off the podium, get off the platform. Get away from the lectern, the pulpit and go down and then when you have certain things that you want to say that are more personal, say it to a person in the audience, in the congregation. Say it to a person in that group. You let everybody else hear it.

You know, I say a perfect example of this just last Sunday. My pastor, a guy named Dan Stone is just one of the greatest communicators I have ever seen. And Dan had a joke, he was gonna throw in right in the middle of the thing. Well, he's not gonna tell the whole crowd a joke but he's walking around like down there, real close to everybody and right in the middle of this he like looks at this guy and he like, kind of pops him on the shoulder and he said, "Hey I know you probably heard the one about so and so and so and so and so and so." And he did it.

Well, the whole crowd laughed but part of that, you know he let everybody else hear it, right. Everybody got the joke but it also created a very conversational tone because in people minds, gosh right in the middle of it, how he's just like talking to a guy, you know listening to that. You know we don't get preached to we go and it's like our pastor has a conversation with us and

that's the greatest kind of communicator you want to be. And you can easily reduce your notes to almost nothing doing that.

**David:** Those are some great tips Andy. I love hearing you talk about the craft, the art of communicating and people should not just dismiss, if you're not a preacher or a speaker you should not dismiss some of this stuff because we communicate every day with everybody. And some of these little tips are useful in everyday conversation or at work or running a meeting.

**Andy:** Yeah.

**David:** A lot of this stuff can be very useful.

**Andy:** And one last thing, David and you and I have talked a lot about this a lot but I want Anthony to know this. Anthony, the better you are at the craft of speaking or of communicating, the more relaxed you will be and the more relaxed you are the more it should be like a conversation. And when people are in a conversation with someone and they are very comfortable- Have you ever been in a conversation with somebody and been very comfortable but at the same time you were comfortable you were like mentally going like, "Wow, they paused. Wow, they're pausing so long. Gosh he doesn't seem to know exactly where he's going. Gosh, does he-" No, you don't think that, you're just comfortable. And so don't- It's the amateur speakers that I see or it's the beginning speakers I see that think they have to be perfect, that think they have to be-

You know I'm actually the only, that we know of, the only speaker in the history of the National Speakers Association who actually did a keynote address, the main thing, 8,000 members of the National Speakers Association and I am not a member of the National Speakers Association. You know, I'm the only person we have ever found that they've asked to do that but the curious thing is you know, those convention there's a lot of teaching that goes on for speakers and after it was over, I am still amused at how many people came up to me and said, "Oh, we really enjoyed what you did. You know everything you did they teach us not to do." And I say, "What?" And they say, "Oh yeah, you got off the stage and you know you didn't do specific points and you didn't do this and you didn't do that and you did this and you did that and you know you did this and it just they tell us not to do that. They teach us, they say never do that."

Well, all I did was something totally different from what they had ever seen and they all remembered it and very rarely does anybody ever have a speaker that'll stand up and say, "You know, I'm not great at all this stuff. You know, just cause I know it don't think that I'm great at it. I'm like you. I'm a husband, I'm a dad and I'm really learning hard and I'm trying hard and I'm working at it. And I'm getting better at explaining." I mean you know, that isn't what speakers do but I want to tell you something, if you do it that audience will sure connect with you a whole lot more than they will with somebody who gets up and says, "You know, I have done this and I have done this and if

you listen to me and if you buy my book you will be successful like me. And I can tell you-" I mean come on.

**David:** I hear a whole other episode in that.

**Andy:** I mean who wants to be friends with somebody like that much less listen to them for an hour.

**David:** Right exactly. All right, Anthony thank you for that question and Tracy again thank you for your question earlier. Glad we got to a couple of them today and again as we close out today want to remind you if you have not yet purchased or read 'The Little Things' it's available everywhere books are sold. Also, on Audible the audio book is available. Andy reads the book himself and that's a very entertaining experience so check that out.

All right if you have a question that you would like to have Andy address on a future episode, send us an email, [intheloop@andyandrews.com](mailto:intheloop@andyandrews.com) or give us a call and leave us a voice mail 1-800-726-2639. That's 1-800-726- ANDY and we'd love to hear from you and include you in a future episode. Also, share this free resource with your friends. Andy and Matt and I all love doing this so we'd love to have more people as part of the family. All right Andy we will talk to you next week.

**Andy:** All right buddy. Bye-bye.



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