

The Path to Happiness and Fulfillment | Ed Mylett

You're listening to part two of my incredible conversation with Ed Matte the world's greatest motivational speaker. If you haven't yet listened to part one, be sure to check that one out first. Without further ado, here's part two with the amazing Ed Mylett. You grew up as an athlete and thought you were going to be a professional baseball player, and that's sort of what the other people around you thought you were gonna do. You were a great player in high school, when you graduated you went to the University of Pacific in Stockton, California. You played NCAA Division I baseball as a member of the Pacific Tigers from 1990 to 1993. You wore number eight and you killed it there and still rank among the greatest players in the program's history, which started back in 1945, and here are a few stats: You're tied for second and all-time steals with 75, you're tied with the all-time leading walks with 100, and in 1991 you posted a perfect fielding percentage when you didn't commit a single error in 53 games. You played in 100 and 91 games in total, the most all-time. And you had 100 and 94 hits in total, eighth all-time. As a junior in 1992, you hit .355 and 100 and 38 at bats, their highest batting average ever in a single season. A batting average that's higher than Lou Gehrig of the Minnesota Twins, who leads major league baseball with a .348 batting average. Baseball was your dream. It was what you were good at, and it was really all you ever thought you were going to do, but you had a really catastrophic injury. You got hit with a pitch and it formed a tumor in your right calf. The doctors had to remove a small part of your leg to remove the tumor, which they did. And then you went back and played again. The tumor grew back, you had it removed again, and then you went back to play it again. You weren't as good when you went back, but you still could play. Then it grew back a third time. They removed it again. Part of it is still in your calf 30 years later, because if they took any more of it out, it would make your leg not even. And thankfully, the tumors were not cancerous, but your baseball career is over. At this point, you're 22 years old, you're crushed and depressed because your childhood dream, the one you had since you were a little kid and had worked your ass off, was over. You ended up moving back home with your mom and dad, unemployed, living in the same bedroom with the same teddy bear posters on the wall that were there. When you were a kid, you spend your entire day in your room watching Maury Povich and the Jerry Springer show. We're going to talk about your first job next. But before we do, I want to freeze frame it here. We've all had our dreams crushed and have

been depressed when that happened so much so that it's hard for us to function and even leave the house or go to work or even talk on the phone You have a saying that things in life happen for you not to you When we experience profound or devastating disappointments in our lives it could be a divorce getting fired getting sick with cancer or the death of a loved one What's your advice for getting over them Great question first The mistake I made as a young man which is what many people make is I uh tied my identity to what I did Not who I was I tied it to my achievements I tied it to baseball and I watched many many people Their identity is I have an NBA Their identity is I'm in venture capital Their identity is my son is this great baseball player My identity is I'm a great athlete instead of who they are And it's a devastating way to live your life to go through life with your identity tied to your achievements and what you do because it's very frail it's a very fragile And so I after that lesson I've tied my identity to who I am And so that's made a really major difference for me in my life I just I just will never do that again Um I will tell you that everyone's had that experience where one dream ends And you've got to build another one in the book I talk about becoming an impossibility thinker and a possibility achiever in life There's two types of people 99 out of 100 people operate out of their history and their memory When you're a child you're happier than when you're an adult Typically oftentimes why Because you have no history and memory you're forced to operate out of your imagination and your dreams only 1% of adults do it Once they get a history and a memory they begin to operate out of a pattern of thinking that's history and memory based as opposed to vision and dreams 1% You know this Listen how do you you'll hear the analogy Uh You know you are the five people you hang around right OK How do I even know if they're any good or are they toxic Yeah they should go But how do you know you've got a peer group that serves you really simple Does your peer group operate out of history and memory or out of vision and dreams when you're around your friends Let's just be real Most of them are probably going You remember remember this Remember that remember that concert Remember that Remember remember remember that round of golf Remember that meeting Remember when you remember and they're always in memory mode with you aren't they And you're going right now going God we do do a lot of that You have a peer group that's history and memory my peer group most of them have incredible histories and memories that they could talk about all the time But that isn't what we do It's usually what do you got going right now What do you focus on What's your vision What's the

next play Where are we heading What are you doing about it right now They hold me to a different standard I wanna have people around me who have expectations of me that are beyond where I currently am not constantly reminiscing about the past So that's one way to make a shift in your life is to evaluate whether you're in history and memory or imagine nation envision wanna be a better father or mother lead your family by talking often about the future I've told my kids I just had my kids on my podcast It'll be out in a few weeks Hey guys we're gonna do something awesome as a family They're like rolling eyes All right dad I mean no I'm telling you Max you're a gladiator you're a champion Bella you're a superstar This family is gonna do something awesome They're like all right daddy But I am getting our family into imagination What do we want to do Who do we want to help My book came out my kids are like dad there was the shooting in Texas What if we absolutely gave every profit from the book away to the Uvalde families from the book I go I love that idea And then my son goes dad what if we doubled it as a family And so my book is the number one selling book in the world for a lot of reasons But one of them is all the money is going to those families that was out of imagination of my kids as opposed to me going hey we're number one in the Wall Street Journal This guys let's celebrate Yay What a memory We don't do that The last part I'll tell you I'm talk about ironic So I got home from college flunked out you know I graduated flunked out of baseball I'm watching Maury Povich and Jerry Springer Randy Fast forward to last week 30 some odd years later I'm shooting a new show I can't talk a lot about but I'll just call it change with Ed Mille That'll be out at the end of August And the beginning of September on all streaming platforms Do you know where I shot that show in the same studio Maurie and Jerry Studio the same studio where I watched all those shows back in the day Those guys share a studio is now my studio for my show Now you talk about unbelievable the way life can come full circle from my teddy bears on my bed watching Jerry Springer and Maury Povich To me now doing my own show in their studio the same studio I was watching it from It's incredible Let's talk about your amazing career and we'll start with your first job You graduate from the University of Pacific with a degree in communications When the baseball thing doesn't work out you move back home you're sitting at home depressed unemployed and your dad was going to meetings every day and he comes home and he says to you I got you a job You say what is it He said you don't get to pick because you're eating out of my fridge and you're showing up tomorrow tomorrow morning The Sandi mcginley home

for boys It's a giant campus of group homes where boys who are words of the court live kids who are either orphaned removed from their families because they had been molested or were there because their dad had been killed Your dad told you if you're making \$6 per hour you're going to get your butt there at 6 a.m. And you say ok dad let's do it So as you're driving down there it occurs you you don't even know who had hired you or what the job was You get there You find out there's a guy named Tim who had been in meetings with your dad You basically check in a minute after that You walked in and saw all these kids were getting ready for school and they turned around and looked at you You're 22 years old and you're there and suddenly you're you're the big brother best friend father to 12 8 to 10 year old boys You're taking them and picking them up from school play with them every day talking to them about their problems taking them trick or treating and spending holidays with them which meant being there on Thanksgiving when their uncle would stand them up most of these kids were never going to live in another home or were going to be there until they were 18 years old 30 years later you're still in touch with two thirds of them But your first year there your life changed forever What did you learn there And how did it transform you from a cocky ego driven athlete and help you make \$100 million And what did these kids have in common with the famous all star athletes that you coach the people that run countries that you work with and the famous people we see you golfing with on social media They uh my boys when I walked in there I realized one thing they have these eyes just like I have and those eyes just say hey love me care about me believe in me and show me how to do better That's it I started my business career there and when I went into business I went you know what the bottom line is every single human being the best athlete of all time You and I played golf with you know guys I've known for years that are super great athletes You know what those guys want someone to love them care about them believe in them and show them how to live better And all I've done in all my businesses all my life from my podcast and my books to all of my companies is absolutely try to love people care about people believe in them And in my way with my product my service my company my message my information show them how to live better And it's those boys taught me that and hundreds of millions of dollars later and millions of lives changed because of those precious boys In that lesson I wanna talk about dreams In 1985 Jim Carey was an actor struggling to pay his rent And one day he wrote himself a check for \$10 million for acting services rendered He did it at 10 years in the future

And kept it in his wallet 10 years later in November 1995 he found out he was cast in the movie Dumb and Dumber And his paycheck was \$10 million When I was 16 years old I'd go into the Porsche dealership twice a year and sit in a 9 11 and tell myself one day I was gonna buy 1 15 years later after a company went public I bought one after three years at mckinley you went to work at World Financial Group When you started you were completely broke You and your wife Cristiana were newlyweds You lost your house when the bank foreclosed on it to make ends meet Cristiana had to quit nursing school and get a job she found was as an assistant at a credit repair place And shortly after she started goes down to drive to work and her car is stolen but actually it wasn't stolen It was owed three days after that you had your power turned off and then came something worse Your water was turned off which meant no cooking and no showering So and Christiana would go down to the pool at your apartment complex and shower in the freezing cold water There was no shower door She would literally have to hold up a tower a towel while she was in the shower You went a month with no water three months with no power it was embarrassing You were ashamed You were living a nightmare But you would have to go out at work and pretend you'd be successful and sell a dream to people At one point you didn't have a cell phone There are times you went to the money machine you paid you at \$21 in the bank because the money would only spit out twenties But even though you're completely broke you and Christiana would walk on the beach and see these beautiful beachfront homes and tell yourself that one day you would have one Can you tell us about the contest You would set up for yourself flipping your keys to the valet and the \$4 tips to the doorman And as part of this how important is it to actually step into your dreams and to actually experience them your mind moves towards what it's most familiar with And so back in those days I would still go dream We'd look at houses say baby would get us one of those someday And I made these agreements with myself I want people to begin to touch their dreams And by the way that could be that you want to have a charity you start and once a week eventually you serve in your church or your charity it might not be a house or a jet or whatever But what I would do is I'd set up these little contests with myself I'd say babe if I make XYZ this month or I make this many sales we'll take one day just one day because we couldn't afford it We'll go to the Ritz Carlton for a night which we had never been in a Ritz Carlton I've never given my keys to a valet I've never stayed anywhere I never had a great steak I never went on vacation as a kid And so I would if I didn't hit the numbers

we wouldn't go But if I did hit it we go hey Babe Ritz Carlton get the cheap room get the deal And me and my little bride we drive down there I hit my 10 sales that month I made my 7000 bucks whatever it was and we take 500 bucks man We'd get a room This is back in the day where you could do it at this number We'd get a room she'd go get a massage I'd go play golf and meet a bunch of rich guys and see what they thought about We'd have a bottle of wine and a nice steak that night and dream And just for a day we touch our dream and then maybe a month later I'd do it again And we go to the La Quinta Resort Maybe a month later we do it again We go back to the Ritz Carlton All of a sudden after about 689 months of that you start going I belong here because you belong in your dreams and your mind moves towards what you most moving So now that I've had these little doses I'm like I want more of this And over time then I'd start looking at houses I'd say babe there's an open house Let's just walk up and say no no no they'll know we can't afford to go Na na na na let's go up there let's walk around just you know let's kind of brush our teeth and brush our walk in there like we know what we're doing and I'd see these houses and we would dream and the more I was in those environments and around those people in these places I started to believe I belong there because your mind moves towards what it's most familiar with And I think you need to touch your dreams because the more you touch them the more familiar you become the more you gravitate towards them Let's talk about the haters the people who tell you that your idea is stupid that your goals are unattainable or that you're crazy even to try something When you do try it they root for you to fail when you become successful They talk behind your back and say that you got lucky and they sit there eagerly waiting for you to have a hair out of place or act like an asshole so they can find a bigger group of people to talk shit about you What's your advice to those who hear this kind of talk and get down from it or it gives them pause to try something or pursue their their dreams and what should we really take away from The haters Take nothing from them You'll often you will almost never in your life be criticized by somebody that's doing more than you Almost never Most of your critics and haters are people that are doing less than you trying to be less than you and they want to project their limiting beliefs small thinking small life onto you because if you're successful it's gonna make them look worse And so I feel sympathy for them and I've had to learn this because I'm real sensitive dude So are you you and I one thing most people would know about both of us is we're sensitive people It hurts our feelings when people don't like us Maybe even

more I think a lot of people you and I know that are successful have that kind of ruthless Just I don't give a crap You neither You nor I have that Randy And you know we're both sensitive people And so I had to learn wait a minute Who is this It's never someone doing way better than me It's always someone doing worse or the same and someone afraid I'm gonna leave where they are and make them look bad and then sometimes they're not haters Sometimes it's just actually people who love you who are truly concerned like my dad when I got into being an entrepreneur was really worried he wasn't hating but what he was doing was he was projecting his own small thinking and limiting beliefs onto me And oftentimes you have to delineate between is this someone who truly loves me that's just really concerned and they just don't have the capacity and the ability to project something big in their life Or is this someone detrimental And the last thing I'll say is never take advice from someone who's not successful in the area you're getting the advice in So maybe you have a relative who's in super great shape but they're broke Don't take financial advice and don't take fitness advice from them right So never take advice from someone who's not successful in the exact area you're seeking the advice from I want to talk about the importance of being a good and effective communicator which you talk about in the chapter of your book titled One More Inconvenience You're an amazing speaker You've spoken in front of 50,000 people before and have a passion for it And in a recent survey you ranked the number one speaker a lie but it wasn't always that way Even if you took a public speaking and drama class in college public speaking was one of your greatest fears You were afraid to speak in public or even speak in private Three people in a room would be hard for you early on when you're trying to give a speech You were so freaked out that your vision became blurry You couldn't even read what was on your card You blanked out as we already talked about One of your favorite books is Thinking Girl Rich by Napoleon Hill And he says that that on the other side of that temporary pain you meet your different self you did meet that person eventually became an amazing public speaker We're going to talk about the value of preparation And the second time you went up to give a speech in a minute But before we do can you tell us about the comedy clubs you went to and the preachers on TV And how you made it a point to go against conventional wisdom and not study traditional public speakers And in our search of excellence how important is public speaking in our careers and what should we be doing to get good or even better Great at it The communication part of life is maybe the most important ability that you

have is your ability to persuade people Um I did not study traditional public speakers because I didn't want to be traditional What I did study is a lot of pastors I studied a lot of evangelical type speakers and I watched comedians The best public speakers in the world are comedians And what they do that's special is they use silence They're comfortable in silence they're comfortable with the my Sebastian man is a friend of mine comedian And he said to me one time he said that you know the funny part is in the quiet part after the joke not when you're telling it And so I've studied them I've studied the masters of communication how they talk how they walk where they pause where they stand all of those different things And it served me really really well My number one ability is my ability to communicate and I work on that with my kids all the time By the way I don't think it has to all be verbal You might be a great writer People might just sense energy when they're around you Here's the one thing I'll tell you about your communication ability Just remember this You're always making people feel something so be intentional about what it is They're feeling always server in a restaurant who's waiting on you or you're you're being served by them you're making them feel something they're making you feel something I'm just pretty intentional all the time about what I'm making people feel And that's made me a pretty good speaker You're an incredible speaker Let's talk about the second time you went up and gave a speech And as part of that I want to talk about one of my favorite topics which has been one of the main ingredients of my success preparation but not the kind of preparation that most people think about It's what I call extreme preparation 99.9% of the time I'm always the most prepared person in the room That means if someone prepares one hour for meeting I'm preparing five the average podcast host will probably spend one hour preparing for show And if it's a popular show you probably have a team doing the research themselves I don't I do all of my own research on on average I spend 22 hours preparing for each of mine and for our podcast today I I spent 37 hours preparing for this I don't want to get an A on my performance or for the quality of my show And I don't want an A plus either I want an A triple plus I want my podcast to stand out by providing substantially more details than any other host And that's a unique question that no one else has before me both of which bring me closer to my guest and earns a respect and which makes for a better show And I want my listeners to tell me they've never heard of a podcast like mine and that the preparation details of my show are incredible and that they've never seen or heard something like it either which earns their respect gets them to tell their

friends about it which in turn makes me incredibly happy and incredibly fulfilled because I'm motivating inspiring other people and making a difference in their lives which is the goal of in search of excellence Let's go back to your first speech You bombed and then you had as much anxiety and fear going into your second speech but you had a different approach What was your approach to that second speech And in search of excellence can you tell us how important preparation has been to your success and give us a few specific examples and going a step further How important is extreme preparation going way and above and beyond what would consider normally great preparation I'm talking about the kind of preparation that you would spend nearly a week on for a single event or meeting The separation is in the preparation period And so I only separate myself through my preparation My second speech what I shifted was two things One I made it about them and not me took all the pressure off me I didn't have to think about what it was about me I made it about them I made it my intention to be about them Extreme preparation means this that after I prepared all that I can I prepare one more time and that's the power of one more So and then after I've done that typically I'll do even one more after that For me my confidence comes from my preparation not my ability And that when I come out there I've thought through every possible scenario every glitch every single element that could possibly happen when I work with athletes of mine I want to go to extreme places of OK what if you break your right wrist What if you do that We're gonna go through every single possible element Everybody I know that's great at anything I said Brady earlier he just out prepares everybody And so for me my respect level for like what you've done today I want to do better because you've done better to prepare than anybody that's ever interviewed me before So the separation is in the preparation It is the key to me and about every single business I've ever had Let's talk about an intention When you were 28 years old you went to Hawaii for your financial business You get up early before the sun rises you go for a run on the beach and there's like sweating bald guy running towards you who's wearing a Sony Walkman You recognize him and you knew who he was And even though you had never met him before he had already changed your life he was he's about to pass you You stopped him and introduce yourself and you told him that Can you tell us who he was and what he told you and how that encounter changed your life forever It was Wayne Dyer and he was the some of you may not know he was one of the great all time thought leaders one of the most remarkable human beings ever I said Doctor Dyer you changed my

life and he stops running He goes I doubt that I bet you change your life But how did I help We end up sitting on the beach for 90 minutes or so maybe a little longer actually And we watched the sun come up and it changed my life And at the end of the 90 minutes he said Ed we had a very deep voice like mine By the way our voices were very similar He said Ed you're gonna change the world And I bet he had said that to a lot of people but to me I was the first person and he said and it's not because you got that great voice and your brain's amazing and the way you think and just people feel things from you He goes that's not Why would you please do me a favor and never base your self confidence on your abilities or your achievements I said well then what do I base them on Wayne And he said your intentions Ed you have a beautiful intention You have a great heart you care about people You wanna make a difference That's why you're gonna change the world So when you go into a business meeting from now on focus on your intent get your confidence any speech you give focus on your intent any podcast We didn't have them back then I always focus on my intentions and because that's where my confidence comes from That was the second person who believed in me It took 20 some odd more years Mrs Smith and then Wayne why Because what Wayne told me I knew was true about him If he told me I was smart or amazing I probably wouldn't believe you But if you say to me your intentions are great and good and pure and honorable I do believe that about me And so I learned about the power of intention Ironically when I met him he was writing a book called The Power of Intention Let's talk about the importance of people and the importance of money and how they relate to one another When most people talk about whether someone's successful they're really asking if they make a lot of money or if they have a lot of money You don't your sister Andrea who was born with diabetes and she's blind she can see shadows but she can't see papers and she can't drive She's a teacher at a Christian school She makes \$38,000 a year She's not on Instagram She's 4 ft 11 tall the same height as her students You said that she's just as successful as you or even more successful Where do we go wrong in our views about money and its relationship to success and where should money rank in our careers and in our lives and what's the difference between being wealthy and being rich Right Listen I think having a lot of money is good and I'm glad I do I believe I've been happy poor and happy rich and happy rich is better But there's a difference between having a bunch of money and actually being rich rich is emotions and the reason my sister is so successful here's what I believe in life It's really simple Success is when

your blueprint for your life matches reality Whatever your vision is if your vision is to have millions of dollars and you get it that's success If your vision is to contribute and help you my sister's vision has nothing By the way I use the word vision and she's blind My sister's vision for her life has nothing to do with money It's not a priority for her It's service and Children and contributing So she's mega successful because her dream her blueprint is what she lives Lack of success Is that your dream and your blueprint is opposite of your life And so whatever the blueprint is get it If it's money great that's awesome If it's a part of it I you and I both know we're around them all the time I know a bunch of people with a lot of money who are not rich they're poor very poor emotionally broke And so sometimes what we think we want isn't here's what I'll say Lastly is it really the money you want or is it how you think it'll make you feel Is it really the jet you want or how you think it'll make you feel Is it really the body you want or how you think it'll make you feel And if you start to focus more on how you wanna feel than what you want to get you'll end up getting all the stuff anyway before we sign off today what final piece of advice do you have for those listening or watching about how to go about achieving their dreams If you could get say one thing to these people what would it be I would say work on your identity that there's this thing in your life called your identity which is the ha the really the thoughts beliefs and concepts that inside you believe to be the most true about you And it's much like a thermostat sitting on the wall There's one right here Actually it's hot in your ass like 76 degrees But if that thermostat setting is set at 76 degrees it regulates the internal temperature so it could be 100 outside And this place turns the air conditioner on and cools it down If it was 40 outside it turns the heater on it regulates it That's what your identity is So the problem for most people is they've got let's say it's money or relationships or happiness You have different settings If you're a 76 degree of happiness and all of a sudden you start to have this great relationship and amazing things in your life You'll find a way to turn the air conditioner on and get it back to what you believe you're worth If you're 75 degrees 76 degrees of financial success and you got a business going and you're saving money and making money and you're an entrepreneur and you got 100 100 and 20 degrees of of wealth You find a way to cool it back down and turn the air conditioner on and it'll seem circumstantial Uh crypto dropped the market changed rates went up Inflation I had to loan a friend money blo it's all coincidental You turn the air conditioner on and cooled it back to what you believe you're worth so more than anything Get the power

of one more The second chapter is on the Matrix and I will begin to teach you how to reprogram that thermostat setting so that when you do get to 100 degrees of happiness or 200 degrees you'll turn the heater on of your life instead of the air conditioner You've been an incredible role model to many millions of people and have changed their lives forever and you've changed mine as well Your book The Power of one more will go down is one of the greatest motivational on how to succeed books of all time I encourage everybody to read it and buy copies for friends or family members or colleagues It will have an incredible impact on their lives and they will thank you for changing their lives Thank you Ed for being an amazing friend over the years and for sharing your incredible and inspirational story with us I'm very grateful Well listen to me before we end I have done I bet I've done over 1000 interviews in my life and your level of preparation is unprecedented I mean unprecedented and now we know each other as friends but you know stuff about me Randy that I don't know about me And that's a level of preparation that I have never seen before And it's the highest level of respect that you could pay a guest And my admiration for you has gone through the roof and it was already very high So thank you for being so prepared and doing such a world class job on your show Thank you my man