

## The Power of One More | Ed Mylett

Welcome to In Search of Excellence which is about our quest for greatness and our desire to be the very best we can be to learn educate and motivate ourselves to live up to our highest potential It's about planning for excellence and how we achieve excellence through incredibly hard work dedication and perseverance It's about believing in ourselves and the ability to overcome the many obstacles we all face on our way there Achieving excellence is our goal and it's never easy to do We all have different backgrounds personalities and surroundings and we all have different routes on how we hope and want to get there My guest today is Ed Ed is an incredibly successful serial entrepreneur and investor and one of the most sought after motivational speakers in the world He is the senior executive vice chairman of World Financial Group a financial services company that has helped hundreds of thousands of individuals and families achieve financial independence and financial security A company where Ed started his business career 30 years and seven months ago in 2022 Ed was named one of the 125 most influential leaders by success Magazine And in a recent survey he was ranked as the number one inspirational speaker in the world He is the host of the Incredible and top rated podcast the Ed Male show and is the author of the recently released New York Times best seller The Power of One more a truly incredible and motivational book whose premise is that you're only one decision one relationship one thought one new emotion one interview and one book away from completely changing your life Ed has been a great friend over the past seven years and I'm incredibly excited to have him on my show Ed Welcome to In Search of Excellence Holy Smokes What an intro Great to be with you brother I miss you I haven't seen you in a while and it's just good to see your face It it's awesome to see yours I would start my podcast with our family because from the moment we're born our family how to shape our personalities our values and the preparation for our future We were born in Boston and grew up with three younger sisters and a lower middle class family in Diamond Bar California a city in eastern L A that has a population of 50,000 people If your dad was an alcoholic and drug addict when you were young and he had an incredible influence on your life including being the motivating reason for writing the power of one more We're going to talk about him a lot in this podcast But I want to start with your mother Debbie whom you've never talked about publicly What was she like And what kind of influence did she have on your life No one has ever

asked me about my mom and I've done 4 million shows So um my mom was a stabilizing force in my home My mom had something Uh second and last chapter in my book is on equanimity I talk about having calmness and peace under duress And my mother embodies that more than anybody I've ever met in my life You know when you're the especially back then you picture my mother's got three Children four Children three little girls and a boy alcoholic husband Some nights he comes home some nights he doesn't she does not have a career outside the home She's financially tied to this man And somehow every single night you would never know anything was wrong in her life She never showed hurt she never showed fear she never showed anxiety Um She was the stabilizing force in my life I think some of the you know we learn a lot from our parents Most things in life from parents are caught not taught you catch things and I caught from my mom the ability to be kind of calm under pressure and that's equanimity And that's why I wrote about it in the book I should have credited my mom in the book with that and I didn't but my mom is no question in my mind I'm so grateful that you asked about her Randy Um she is certainly the most important person in my life ever and I would not be here without her So thank you for letting me honor my mom and I'll send her this clip Please do And please tell her I said hello I will because your dad was an alcoholic and drug addict There was a tremendous amount of chaos around you When you were younger there was constant yelling Your friends wouldn't come over because of it And you were ashamed and embarrassed when you left your house because your neighbors could also hear the yelling When you were seven years old Your family moved to a new town and you're the new kid in school You were very small in size were insecure You had no confidence and were picked on and bullied and beat up You were thin and your next door neighbor a guy whose name was Ray Ray who would call you Eddie spaghetti your meatballs already some of that caught on with your classmates and caused you to come home crying to your mom who would console you There were many mornings when you left for school and your dad didn't come home the night before or there had been turmoil the night before At this point in the first grade you had a teacher named Mrs Smith one day your school is doing testing and somebody from the school came to the classroom and said Mrs Smith we need your smartest student to come take a test and represent the class And Mrs Smith turned to you and said that is Eddie He's the smartest boy You're surprised when you looked up at her she smiled at you and you lit up It was the first time in your life that somebody thought you were special So you get

up you walk to the back of the room you take the test you did well on it you return to the classroom the class was over but Mrs Smith was waiting for you She asked you to come to her desk and when you did she told you that you were special and so smart and hugged you for a full minute and it really changed your life a lot Can you tell us how it changed your life and in search of excellence how important is it regardless of your age for somebody to tell you that you're special and that they believe in you and make you feel loved And on the flip side how important is it for us to do the same for others Great question Uh That's the defining moment of of my young life because I just felt horrible about it And to the point Randy we're probably I'm not sure iii I think probably I contemplated why why live you know I think I really had some of those thoughts as a kid And and so that moment of someone going you're special altered me you know and in your life even right now people listening to this or watching it you on one hand if you're lucky you might have two or three people in your life who have really made you feel special and that they believed in you And even when you picture their face if you're lucky to have one you get emotional whether they've passed away or they're still here There there there's something about you that's your souls are glued together And uh and all of you were thinking of that person or those two or three people right now I could be your grandmother your mother your dad a a coach It could be a mentor And for me it was Mrs Smith who was the first person that really I felt like believed in me and it altered me because I finally thought well maybe I'm special Maybe I am It at least it was possible that I was And then when I went to work at an orphanage when I got out of college my baseball career and I went to work at an orphanage and I would these boys that I was with I figured out very early they just wanted someone to love them and care about them And here's the big hook You use the word believe in them You know oftentimes even from our parents maybe we feel like they love us But do they believe in us And so Mr Smith is the first person to believe in me and how important is it Well you will glue yourself to somebody as one of those people the rest of their life if they really sense that you love them and you believe in them One thing with my kids I've tried to do is obviously I think most parents get a get over to their kids that they love them But I don't think most parents are conscious of getting their kids to know they believe in them And I spend a lot of my time when I was raising my Children on that one thing because for me I'm 51 years old and if I talk much longer about Mrs Smith I will weep when I was in fourth grade Randy I've never said this on a show but because it's you I'll share it in my school

and just remember this I'm 1/4 grade little boy in my school You could see the other classes There were no walls between the classes So it was like I could look into other classes the first day of school fourth grade And I was a good little boy I had my hands folded I was wanted the teacher to see me and I looked over my right shoulder into a classroom I'm gonna get emotional into a classroom that was across the like the structure we were in And Mrs Smith was in the back of her classroom and she was watching me and I watched her and she was praying for me and she had tears coming down her eyes and she was praying for me and I just caught it for like about 10 seconds And then she went on to teach her class and I remember thinking three years later she still cares about me She still believes in me She still loves me and it just stuck with me that on this earth There really are good people There really are special people who will pray for you that will believe in you And she was that person not just that one moment but that moment in fourth grade when she was just looking at me and praying for me for of all the kids And the reason was she knew something's going on in this little boy's home that's so painful for him and she was just praying for me So yeah big time you had a lot of trauma when you were a kid in a lot of ways a normal home in a lot of ways a dysfunctional home Can you take us through your very first memory of the trauma you experienced as a child And a few of the other memories including the more than 40 fist fights your dad got into including at an angels baseball game at church in line at the donut store and even on the freeway and how this affected your self esteem and what's your advice to those listening and watching on how to get over work through these traumas as well as your advice to parents whose kids suffer greatly from them By the way you're the most prepared interviewer of all time Um the first thing I remember on trauma was um we were driving in my dad's car and we were on a two lane highway and I was about four years old and my sister was in the back seat with me and my dad was drunk and we were going too fast and he has his family in the back seat and he started to swerve into oncoming traffic at over 60 miles an hour and they're coming at us at over 60 miles an hour And I don't know we're swerving because I'm in the back seat No seat belt on back in those days Both my parents are smoking Right And I don't you know it's back in those days you're just bouncing around the back seat of a car and we start to drift and at the last minute I hear and my mother grabs the wheel whoo and swerves the wheel over and we avoid being killed in a head on collision And I remember us getting over the side of the road and I remember my dad being mad at my mom for grabbing

the wheel and she had saved our family And I remember him yelling and yelling and yelling And it was weird I'm three years old uh maybe four And I remember consciously thinking I'm gonna go with my mom when they divorce I'm gonna go with my mom when they split up So I do remember that And what I would say to parents about these things is your kids are you know when you go to a little league game ran ran with your kids or anything a si a recital Christmas play you see one kid up there don't you There's 50 kids You're watching one and it's yours for your Children They only have one daddy they only have one mama They're watching you constantly they're watching you when they don't know they're watching they're watching you when their eyes aren't even on you And so you're their entire universe And there's a lot of forms of child neglect in the world There's abuse there's alcoholism there's drug addiction there's you know all kinds of different stuff They don't love someone enough But there's an insidious form The most prevalent form of child neglect in the world today is a parent raising a child and that parent is not in pursuit of their potential or their dreams It's subtle But what you're doing is you're let me say it to you again This subtle form of child neglect is a parent not in pursuit of their potential or their dreams because you're installing in that child that it's ok to settle You can be whatever you want sweetheart Well why aren't you daddy You could be the president honey Well why aren't you mama You can be happy all your life Why aren't you happy mama What your Children see you driving in the car alone They see you getting ready in the morning they see you with your cup of coffee They know whether you're happy They know whether you're happy You can't fool your Children eventually They figure you out and you're installing in them that it's ok to settle It's ok to be average It's ok to be ordinary It's ok to have a life that you're not that's less than worthy of who you are And the truth is that's the stuff as a parent that matters the most It's the lessons but it's taught it's not taught And I think that's a form of neglect Your dad essentially lived two lives for his 1st 40 years He abused alcohol and drugs and wasn't the best husband or father And for the next 36 years he was sober and lived an extraordinary life before he passed away from cancer We're going to talk about how he helped people in a few minutes But before we do I want to talk about a car ride you had with your dad on April 20th 1986 It was your dad's birthday and was seven days before your 15th birthday the two of you were driving to one of your baseball games and out of nowhere he started crying you'd never see him cry before And you asked him what's going on and he continued crying until he finally pulled over and

he turned to you and said I'm going to try to get sober one more time He had tried many times before unsuccessfully You asked him what what would be different this time And he said I'm going to lose everything Your mom's going to take you and the girls and I'm going to lose my family He said that you deserve a dad and you can be proud and your mom deserves the husband She can respect Then you asked him dad are you going to stay sober forever You're never going to drink again What did he say to you And how can all of us apply these lessons in search of excellence Yeah that's that's where the one more started One more try um to to get sober And I said daddy are you never gonna drink again This is after he came back from going to rehab And uh he goes I can't promise you that I can promise you that I'm not gonna drink for one more day at a time And I'll never forget it because for me in business and you know this you've had successes and failures in business just like I have there's been a lot of times I wanted to quit like like maybe 45 million times right And the idea the notion of you ever motivations we say you need to decide to plant your flag and you're never gonna quit Well that's a big damn decision when you're going broke And my dad would say to me when I was really struggling to basically say just don't quit for one more day see how you feel tomorrow And then I get up that next day and not quit for one more day I've done that in relationships right I've been married for 25 years and there's been times where I'm like I don't know and I just don't quit for one more day and then that love ends up prevailing right And in a business many different times I've just been like that's it I'm out and I'm like well I just won't quit for one more day So that one more is a huge illuminator for me in my life Here's why in the book I have this chapter where I talk about invisible progress Compound pounding And I use the analogy I went to a birthday party of a five year old my wife's half Mexican So this there was the part of her the Latino side of her family There's a pinata and these you're hitting this pinata over and over again First birthday boy gets just 100 swings in this pinata No candy comes out He finally quits Next kid gets up hits a pinata No candy comes out They go through like eight kids Finally the last little boy that nobody wanted to pick gets up He hits the pinata one time Bam all the candy comes out and everybody celebrates the question you have to ask yourself Was was it that one swing that that last boy did that broke open the pinata or was the cumulative blows over time from everybody that broke it down And we all know the answer It was the cumulative blows But when you're hitting that pinata there's no external progress It's invisible But what's happening is compound pounding is breaking that thing down That's how life

works Our goals our dreams our visions typically we're making more progress and we know we're making invisible progress we taking swings every day And if you looked at your life you go I've made no progress This isn't working I'm gonna quit And most people in life in business and relationships in their faith in their body they quit before the candy comes out because they aren't willing to wait for that invisible progress to compound long enough to where you break it down And so the is the perfect analogy for that After your dad died you came across several index cards as you were putting away some of his things on these cards were scribbled codes like 14 JL and 13 PT the note cards were scattered on his vanity unit and taped to his bathroom mirror There were code the codes were the dates and initials of someone's name There were hundreds of them and you soon figured out that every one of those cards represented a person that helped that he had helped get sober and the dates for that person's sobriety birthday date And on those dates your dad will call that person and wish them a happy sobriety birthday and congratulate them He made these calls hundreds of times a year every year including the last days of his life even while he was on oxygen and in severe pain and was struggling to breathe and could barely whisper knowing that he was gonna die soon This is incredible And there are a lot of lessons to learn from this story And I want to start with a couple of questions What was your dad telling people when he called And in search of excellence how important is it not to quit and overcome our challenges and how important is it to be of service and to give back to those less fortunate in our community and to try to make the world a better place Yeah Well so what my dad would call no matter what he would say The most important thing he would say is hey just stay sober for one more day And it was this thing my dad said to everybody all the time It's funny Randy I would you know I'm lucky that I've become pretty public person And so my dad would often to me go Are you Ed My's dad You know But every once because we have the same name every once in a while I'd be driving somewhere going to a store and they go are you Ed My's son And they'd go your dad called me on my birthday I wish I could tell you about it And I had no idea what they're talking about And years later after he passed away I found out which is that he would call and say just stay sober one more day You got this one more day And so that just altered me to know that about my dad And that this is the same guy as you said that I've watched in all these fights the same guy that I was afraid of the same guy that almost killed our family in a car accident Totally Why am I in personal development or self help or entrepreneurship Because I really

believe humans can change I know they can I watched my hero do it in terms of helping people and being of service I have to tell you I want I want to remember this You are best equipped remember this you are best equipped to help the person you used to be You're best equipped to help the person you used to be And that's why it's so important to grow because as we grow there's former versions of us But my dad was best equipped to help the people the people that were much like he used to be and me in business I help millions of people that are much like how I used to be I used to be unconfident I used to be broke I used to struggle with direction I used to struggle with goal setting I'd struggle with leadership I'd struggle with my self-worth I'd struggle with my reticular activating system I struggle with laziness and managing my time I'm best equipped And so are you to help the people that are most like you used to be And so that's why it's so important to be in service of other people What most people think is well I'm not qualified to help people That's what most people believe What would qualify me to help people and Randy about and about six months ago I woke up in the middle of the night and you know I I wrote the book already and I was really emotional I woke Christian up I said babe wake up wake up She goes what I go Someone helped daddy She said what Honey I said babe all these years of my dad being so I for someone helped my dad get sober someone helped him She goes oh my God I said I don't know who they are This precious person changed our entire family tree forever And I have no idea who they are And she says oh my gosh I said do you know what's more crazy than that What qualified this person to help my dad Their qualifications were the following They screwed up their life previously They were an alcoholic They were a drug addict The very things that they thought probably disqualified them for ever doing something great in their life was the very preparation to qualify them to help my dad because you're best equipped to help the person you used to be And so the truth of the matter is whatever you've gone through divorce bankruptcy failures things you're ashamed of Those are the very things that are gonna qualify you to contribute and help other people and be in service of them not disqualify you When you were growing up you had a lot of fears You were always scared and afraid of everything You were afraid your dad was gonna leave You were afraid he was going to get hurt or be killed or that he would hurt you and your mom and your sisters and were afraid your family would no longer exist You were afraid you would embarrass yourself at school You were afraid of being a failure and of letting people down You were afraid people



would figure would figure you out and that you weren't that special and find out how average you were And even when you had success like when you played baseball which we're gonna talk about in a few minutes you fear that it was a fluke even today Despite your massive success you still have a lot of that in you When you're telling yourself it's a fluke that people are eventually going to figure figure you out and think that you're not that big of a deal You fear that your incredible podcast won't be successful and you fear that your best selling book wouldn't be either in search of excellence is our fear of failure necessary and even healthy And how should we deal with it And if we lose it or don't have it will we be less motivated to succeed And what's your advice about this Is it different for high school and college students versus people in their twenties Thirties forties fifties and sixties I have a whole chapter on emotions And I I say that I don't think there are negative or positive emotions For example fear Part of my fear of not doing well today causes me to prepare part of your fear of Hey I don't want this to flop is you've done this um tremendous amount of research So it's not the emotion necessarily that I want to avoid It's the quantity or dosage of it Too much fear paralyzes a little bit of fear helps us prepare even anger I don't want a lot of anger in my life but every once in a while when I'm angry I go into a state I'm gonna dispense some justice and compete here Right So I've been playing golf before You've been out there with me where I'm pissed I bogey three holes in a row A little bit of that Getting pissed focuses me as opposed to if I was just never angry about it Maybe I just roll with the losses Right So that's the thing I would say about the emotional part of it I believe we can change ourselves though I believe we can find ways to change those emotions And so I don't think necessarily fear is a negative thing I don't think it's um driven necessarily by age either I like having a little bit of that I like a little bit of the fact that I still want to stay on edge The greatest athletes that you and I both know personally had that wanting to win But there was this part of them that hey I don't I want to fail I don't want to lose I you ask Tom Brady you know or anybody what's great or the joy of those super bowls you've won or the pain of the few you lost And almost every athlete will say as great as winning was the pain of that loss just stays with me And so the fear of losing can be really really healthy Now I think you can take that to the extreme where it freezes you where it causes you to procrastinate and not take action But in my case I think I have healthy doses of it I like my recipe for it And the last thing I'll say is this is that I think successful people have a different relationship with pain than unsuccessful people Meaning

they embrace it they almost chase it I had Phil Heath on my show You should have him on seven time Mr Olympia one of the greatest athletes of all time You win one You were the one person that's an individual sport You win it once That's a seven times Are you kidding me And I asked him I said hey Phil why do you think you're so successful He gave me some answer I said brother because we're friends I said man that's not why it's because you have a different relationship with pain You get into the gym you pursue pain you pursue it you chase leg day you chase the extra rep you chase it Other guys like me I'm like I did legs Ouch I don't wanna do anymore right So there's a difference That's why I haven't won seven Mr Olympias and Randall Randy you're successful in business because you're willing to go through different pain Napoleon Hill says and think and grow rich that on the other side of temporary pain we get introduced to our other self I'm a product of I've met different versions of me over the years through pain And so I'm not to avoid pain I actually have a relationship with it where I find it to be indicative of a opportunity for me to find another part about myself I didn't know I'm not saying I wanna live in pain What I'm saying is I don't complete or avoid or our brains are wired to avoid it completely That's cave mandates to to to live So you have to almost overcome your wiring in life to be successful The same things that make you successful are opposite of what we're naturally born to be like So you have to look at that and say ok I'm willing to pursue some pain because on the other side of it I meet another version of me Thanks for listening to part one of my amazing conversation with Ed Mylet one of the most amazing motivational speakers of all time Be sure to tune in next week to part two of my awesome conversation with Ed