**Motivational Mondays interview:**

**Andrew Wallas – *Airing* 04.12.2021**

**Max Irzhak** [00:00:02] At just 28 years old, Andrew Wallas was the CEO of a major financial company. Great income, happy life. He was on top of the world!

… Or so it seemed.

While on the surface he was a success, Andrew *quickly* realized, there was a big difference between achievement and fulfillment.

This is Motivational Mondays. I’m your host Max Irzhak, and joining us from across the pond in London is Andrew Wallas.

Welcome to the show!

**Andrew Wallas** [00:00:27] Hi Max, thank you very much for having me.

**Max Irzhak** [00:00:31] As human beings, we all have dreams that we want to achieve. But a lot of us actually self-sabotage that success by placing limitations on ourselves.

How can people release themselves from these negative patterns of behavior?

**Andrew Wallas** [00:00:46] Well, the very first step is awareness of the negative pattern. So if we look around us at the millions of people going about their daily lives, I would say seventy to eighty percent—maybe a lot more, have no awareness of the extent to which they're sabotaging their life. And until you have awareness, until you bring that into awareness, you can never do anything about it—because you don’t know about it. So the first step is always awareness. So we need to look at how we’re unconsciously, or consciously, undermining what we want.

And you’re absolutely right that many people have commented on the fact that we all have a dream, and many of us spend our lives making sure we don’t attain the dream—that’s how kind of perverse it is. So once we have the awareness of what we’re doing to work against our dream, then we can begin to change that to shift that into something else. And not always, but often we need to understand where that undermining or sabotage is coming from. And normally, it’s coming from a place where we had a little dream, and we were heartbroken. Whether it’s about a relationship, or maybe it’s we had a dream of getting grades in school that we didn’t attain. Or maybe we had a friendship that let us down. And somewhere inside we thought that the pain of that was so strong that we thought “i'm not going to to let that happen again.” And it’s true that most people give up on their dreams because the feeling of having the dream shattered or not realized is very painful for all of us—even in small things.

Adn can I just extrapolate and take that a little bit further? Because all of us as human beings, we’re walking around with unresolved heartbreaks. Now I have 4 children, and I remember when they were 3 or 4 years old, and it was a hot summer day and they wanted a third ice cream. And i said no. And you would think it was World War 3… you know they had the tantrum “i hate you daddy, i hate you”. And there’s a heartbreak in that moment which they might work through very effectively.

And we tend to wrongly associate heartbreak with a romantic relationship—it’s not. We have heartbreak in relation to our families, our parents, our siblings. We have heartbreak in relation to school, with friendships, with grades, with not getting into the right school, etc, etc, etc. You can have a heartbreak over your show not being as successful as you want it to be, whatever. And what i would say is the most intense and the most damaging form of heartbreak is a shattered dream. And the analogy I use for a shattered dream is if you imagine this porcelain Ming vase, or a chinese Ming vase that’s thousands of years old. If you take that up to the sixth-story of a building and you drop it over the balcony and it shatters into a million pieces—then it’s irrevocably broken. You can’t put that vase back together again, and the energetic dynamic of a shattered dream that we are carrying is exactly like that. We feel that something has been irrevocably broken, and we can’t put it back together. Now I know that in my own lifetime, and it doesn’t have to be about some traumatic trauma. It’s an energy where we feel in the moment the hurt or the humiliation was so much, we think “i can’t put that back together again”. And we sort of put it in the cupboard and we operate from that place going forward.

**Max Irzhak** [00:04:54] Let’s say someone is truly committed to transforming their life.

They want to let go of their fears, build stronger relationships, change their situation at work...

When making these core changes, do you recommend focusing on one area of your life at a time, or is there a more holistic approach?

**Andrew Wallas** [00:05:11] Okay, great question. So I’d make 2 comments. The first mistake that we all make, and i think that it’s very very dominant throughout the change industry… is we think that “change” is trying to “get rid of something”. So i don’t know if you’ve ever experienced a panic attack—i have at various times in my life. But a panic attack is an extreme form of anxiety or fear. When a panic attack starts to rise, it comes up through the body, through the torso. And our first reaction is “no, no, no, no, no, not now”. And if we experience fear or any form of anxiety, the starting point is to try to get rid of it. And anything that we try to get rid of, we strengthen.

So my advice is when fear arises, let the fear come up. Embrace it, integrate it, let it pass through. When anger comes up, let it come up and let it pass through. Because very often it’s the resistance—and the trying to get rid of it, that actually enforces it and makes it more powerful.

And again, there’s a very direct analogy to nature and the universe. Scientists tell us that the universe is what they call a “closed universe”—you cannot get rid of anything. If you have water, you can turn it to ice, you can boil it and it goes into steam—but nothing is gone, you just cant see it anymore. So you don’t transform anything by getting rid of something.

Now that sounds like a pretty simple thing, but it is quite profound because all of us when we start change we think “i’m going to get rid of negative thoughts; im going to put it positive thoughts”. It’s not a great strategy. So the first thing is to welcome what’s happening, whatever’s arising. The second thing: rather than trying to make up what you’ll change, rather than imposing your own thinking, why don’t you just be still long enough, sit long enough for a few minutes, and see what comes up. And if it’s every time something happens i feel anxious—start with the anxiety. If every time every few minutes I'm around people in college or in businesses, and i get angry—look at why you’re getting angry. Don’t try to decide where you need to start. Be guided by what’s around you—it’s a much better guide than your brain or your mind.

**Max Irzhak** [00:07:53] Can you tell us about your new book? And what’s the #1 lesson you want readers to walk away with?

**Andrew Wallas** [00:07:59] I’m biased because i wrote it, but i think it’s a neat little book. And when I was in discussion with the publisher, I had a little bit of an argument. I wanted to write a book that could be read within an hour-and-a-half on a train journey, or an airplane journey (when there were such things), or whatever. So it’s a really short read.

And the number one thing that I would say I want people to take away is if your life was a film, if someone was to make a film of your life. You know, right now... can I ask you a personal question Max? How old are you?

**Max Irzhak** [00:08:38] Thirty one.

**Andrew Wallas** [00:08:39] So you’re 31, and you’ve probably got 60 years of your life ahead of you. 50-60 years. So you’re not even through the first half of your life. And Max, age 32 does not exist. And Max age 33 doesn’t exist. So for the rest of your life, you are the script writer, you are the director, and you are the producer. Now that is unbelievably empowering. But what most people do, you know, we go through our lives and we make a transit from 31 to 32 without thinking about it too consciously. And we literally take our habits, and our patterns, and our old behaviors from one year to another. And you know some of that is going to be essential. But instead of sitting down and saying actually “who i am next year, i am the sole arbiter of that”.

And intention is the key to allowing you to do that. And here’s another aspect of it... I said nothing exists in the universe without intention. So your podcast show doesn’t exist without intention. Apple, Amazon does not exist without intention. There was a time when Apple didn't exist. And a few guys got together in the back of a garage (or a garage as you call it), and they created an intention. Shell, BP, didn’t exist without an intention. The car you drive, if you have a car, doesn’t exist without intention. The clothes you’re wearing don’t exist without intention. So once you really understand that, then you can say “how do i want to create the next year of my life? How do i want to create the next 5 years of my life?” And then you have to work with intention and create alignment and synchronicity.

**Max Irzhak** [00:10:52] How can people discover their purpose in life?

**Andrew Wallas** [00:10:56] Wow. Yeah, you know all of us would like to discover a deeper sense of what our purpose is. I think it’s true, and various people have written about this—men and women who have a sense of purpose live more fulfilled lives, and happier lives, and more contented lives—and I’d agree with that. I think there’s a few things that are needed. I think patience is a quality that a lot of us don’t have too much of. You know, there’s that famous prayer “Lord give me patience, now.” You know to really discover our purpose, we need to be willing to spend a little bit of time, a little bit of reflection and say “okay, today is Monday i don't have to discover my purpose by Wednesday, or by Friday, or by next Monday. So even starting with the willingness to create a little bit of space around it is the first thing.

The second thing is most of us live busy lives, and we’re over-busy. So if we wanted to discover our purpose, we need to create some space and some reflection time where we can sit with ourselves. And we can reflect on different aspects of our lives—including listening within. One of the themes that we’ve touched a couple of times today is learning to listen within. And none of us—and I don't know about, but I didn't go to school and had to take a course on how to listen within. I wish i had. You know i learned that many many decades later. But this is again, it’s an art that we can practice. And why would we listen within? Because I’ve been at this for 3 or 4 decades, and every day I normally discover there’s a sensation or an impulse that I override, and then 3 hours later or 2 days later I think “that’s what it was trying to tell me”. So I still override it even though I'm quite well-practiced at it. So we have to learn to really listen within, and that’s the best signal. It’s a better teacher than any coach, any therapist, any teacher to really learn to listen to our innate impulses. Because that’s where our dreams are. And that’s where our purpose is.

**Max Irzhak** [00:13:32] What a fantastic interview!

Andrew, I want to thank you for helping us realize that every one of us can change the world, but we must first change the world within ourselves.

**Andrew Wallas** [00:13:44] Perfect.