

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

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SPEAKERS

Daniel Lapin, Steve Jobs [recording]

TRANSCRIPT

**Transcripts are auto-generated and reviewed for accuracy, but there may be some errors in punctuation or words. Listen to the podcast at <https://rabbidaniellapin.libsyn.com/> for clarification.*

Daniel Lapin 00:01

Welcome, happy warriors. Welcome to each and every one of you to the Rabbi Daniel Lapin show where I, your rabbi reveals how the world or really works. Yes, each and every one of you happy warriors, you and you and you as well. Each of you is a welcome part of our community of happy warriors happy? Well, that's because you are someone who has come to understand that happiness is not a reaction to outside circumstances. It is a decision that you make. You don't need outside factors to make you happy. You have decided that your default condition for happiness and success is a reasoned, determined, deliberate decision to be happy. And you're also a warrior because you understand that joyful success in life comes from struggling against the natural resistance, that in the nature of the world tends to obstruct and resist every step you make in the direction of self improvement. I call it spiritual gravity. You try to get airborne, and it tries to keep you earthbound. In every effort you make to improve any one or all of your five eths your faith, your finances, your family, your friendships and your physical fitness. It throws up obstacles and temptations. But as a happy warrior, you know that every single victory you win, no matter how small brings other victories in its wake. And so that's why we are not just warriors, and not just happy-go-luckiers. But we are happy warriors. And one of the things that happy warriors realize is that our ability to progress, our very success in our happiness depends upon our ability to impose on our own limits on our freedom. That's right, we have to be able to restrict, control and regulate the freedoms of life. Being able to step off the slippery slide, that seductive ride of freedom, and imposing upon ourselves, our own logical and brain centered restraints and restrictions and regulation. That is the direction in which happiness and success lie. Because so many people confuse license with freedom. licentiousness is doing whatever your feelings drag you towards. Freedom is what you have when you are capable of imposing limits and restraints upon your feelings and upon your emotions. And where that is so particularly important is when you are being carried along by an avalanche of emotions. Coming to trust our emotions is a terribly dangerous thing. And a happy warrior realizes that emotions are wonderful. We should all have emotions, and we should feel wonderful emotions. We should feel emotions like love and appreciation and gratitude. We should not indulge in emotions like anger and jealousy. Emotions are real. But we don't regulate our lives on the basis of our emotions or our feelings. No, we impose limits and restraints and controls and restrictions, rather than just acting on our emotions and doing whatever we feel like.

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

But even more importantly for today's show, is learning. That is bad a mistake as it is to act on our emotions. It is seven orders of magnitude more dangerous to think according to our emotions.

Daniel Lapin 03:55

That dreadful peril is thinking that one is being rational, when in reality, one's entire line of thinking is being driven by emotions. Please, for your own good believe this to be true. But if you doubt this, just think about the decisions you've made in your own life while in the grip of emotions, like anger, love desire. Remember the time you decided to spend a lot of money on something you barely ever use. Remember the person with whom you formed an alliance that you later wish you'd never met? Remember the time you let fly at someone and said things you wish you'd never said. Look that has happened to all of us. Any of us who have lived more than two decades have those regrets. And so the thing that I always like try to help you know, is to know when your thinking is being shaped by your heart and not your head. I'm going to help you learn to avoid allowing your emotions to cloud your thinking most importantly, I always want to help you identify when it is happening. Because it is so easy for it to happen. It is so easy for emotions of your heart to overwhelm the rational thoughts of your brain and for you to become blissfully and often tragically unaware of the danger. These are things that all of us have to understand. And all of us really need to know. I, I think of the formulation your my daughter's often used phrase, it's not okay. And so with thanks to Tamara Sasson and to Caitlin Johnston. Let me give you some examples of things that it's not okay. For a grown adult in 2022 - or any time - to be thinking because thinking these things means you're in the grip of emotions.

Daniel Lapin 06:04

Okay, it's not okay to be a grown adult, without reflecting on the possibility that maybe just maybe things are not quite as they seem. Right. It's not okay to be a grown happy warrior. And believe that serious military conflicts consist always of oh, it's the good guys fighting the bad guys, as if it's like a children's television cartoon show. It is not okay to be a happy warrior. And to believe that Russia is behaving aggressively, for no other reason, then because Mr. Vladimir Putin is evil, or he's mad, or he hates freedom. It's not okay to be a happy warrior and believe that anyone who disputes the TV and mainstream narratives about what's going on in Ukraine is automatically defending pute nor automatically thinks that is wonderful. It's not okay to be a happy warrior and be fine with only knowing one side of the story. It's not okay to be a happy warrior and believe that politicians who demonstrated ice cold indifference to their own citizens suffering from bureaucratically imposed pain resulting from mistaken COVID reactions, care passionately about the plight of the Ukrainian people, really. It's not okay to be a happy warrior. And believe the same Western media institutions, who have lied about every war, are now suddenly telling the truth about Russia and Ukraine.

Daniel Lapin 07:57

It's not okay to be a happy warrior and believe that America is orchestrating the economic collapse of Russia in order to defend Ukrainians. It's not okay to be a happy warrior and believe the Ukraine crisis is about the West's noble and valiant struggle to defend Ukraine's freedom, democracy and sovereignty against the, the delusional megalomania of Putin. Look, that's a comic book plot. That's not reality, the world is a lot more complex than that. And happy warriors know this. It's not okay to be a happy warrior

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

and believe that a war is being fought between an evil monster who is just the same as Adolf Hitler, and a virtuous comedian of surpassing bravery and wisdom. No, that's not how the world really works. It's not okay to be a happy warrior and believe that we're seeing an unprecedented wave of censorship. Because the European Union, or Silicon Valley, mega corporations, and TV and media suddenly want to protect everyone from disinformation. It's not okay to be a happy warrior and believe that everything which doesn't align with what television and media tells us about this war is Russian propaganda. No, it probably isn't. Maybe we just have to know that it just possibly may be that things are not always exactly what they seem to be. And that brings me to something that happened in 1975. I was a young, wannabe immigrant from South Africa, and I started an enterprise in Silicon Valley. I lived in an apartment in Cupertino right next to Santa Clara. And it was one Saturday afternoon, I was observing the Sabbath, the Shabbat. And so I was not working. And I was not on the telephone or on anything else. I'm trying to remember, I didn't think I had a computer then I had, I had a nifty calculator, but no computers yet. We're talking about 1975, like I said, and I went for a walk, as I often did on Shabbat, and I walked around the neighborhood, and only a few blocks from where I was living, I saw workmen working on a little low single storey office building. And they were getting ready for an occupant, and they were placing over the door, a white apple with a bite taken out of it as a logo of the company that was moving in. And I stopped, and I also what's, you know, what is this? So it's it's two guys who started making computers, what's computers? Well, it's complicated. It's an electronic thing. And these guys are, have been working out of somebody's garage, and now they're moving into this place. Now, you know, you put yourself in my position 1975 Somebody has just recently arrived in the United States, very young and inexperienced. And all I can say is that I've often thought to myself, How would my life have gone differently? Had I waited there until Steve Jobs or was Niall arrived and said to them, Hey, guys, listen, you know, I'm, I'm not particularly good at very much that you need, but how to be out, I'll clean the floors, I'll be a, a general gofer for whatever you need. And, you know, I can write English fairly possibly, as you know, as well as most. And so if you need writing down, I'll do that. What do you guys say, you know, you don't even have to pay me a whole bunch. As a matter of fact, I'll tell you what, I'll I'll do it for free for the first month, see, if you want to keep me what would have happened, you know, and

Daniel Lapin 12:24

in the category of what ifs, that one often entertains me as I think back to those days, in 1975. So why am I interested in in in that in general? First of all, you know, I'm a fan of Apple computers. I think they're extraordinary. I think the number of rules that Apple broke over the years, for instance, you know, don't make things and then decide you're going to educate people how to use them. That's a really bad idea. You know, you've got to respond to what people need, right? That's the conventional wisdom. And by the way, it's a good idea for you and me to follow that wisdom. But Steve Jobs didn't he built a tablet, I think he called it an iPad from the beginning. And nobody had the slightest idea of what you do with that whole why you need one of those. And all of a sudden, everybody needed one. I resisted and for the longest time, I said it's ridiculous. I have a phone, and I have a computer that's all I need. And then I was doing a program in Southern California for a television ministry of Benny him. It was a very interesting afternoon I spent at his TV studios. And at the end of it there was a public tie the evening they let members of the public into watch the the taping of the the evening program, there must

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

have been a few 100 People that was all all very very interesting. I can tell you that but as thanks to me for being there and and taping stuff with him, he gave me an iPad, and I came home and I said to Susan Lapin you can have this I have I'll be honest with you, I've no idea what anyone needs it for. But it's you know, it's a fairly expensive device. So you know, see if you want it. She opened it beautifully packaged. I mean, the thing was beguiling just the way it was packaged, and we took it out. And after a little while, she took a look at my face. And she said thank you for offering it to me that's very sweet of you. But this is for you, and I think you're gonna enjoy it. I've I've not been without a tablet since then. Sometimes Samsung, sometimes apple but I've not been without a tablet since then. So it's breaking the rules not for everybody, some people get away with it. But 30 years, is it Yeah, 30 years after that incident in 1975, where I saw the nascent embryo of Apple setting up their first office in Cupertino. 30 years later, it's 2005. Apple is well and truly a a giant, successful Corporation, shaping the world. And Steve Jobs has not much longer to live, unfortunately. And he's giving a commencement speech at, at Stanford University in Silicon Valley. And he, you know, it's an interesting speech and you by the way, you can do what I did, which is, you can bring it up on YouTube, or you can, you can read a transcript, stripped of it, you know, whatever, whatever you feel like. And there is a certain phrase, there's a certain section of the speech about halfway through, and this is what you hear, you'll pardon me, the quality is not very good here.

Steve Jobs [recording] 16:13

You got to find what you love. And that is as true for work as it is for your lovers. Your work is going to fill a large part of your life. And the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. If you haven't found it yet, keep looking and don't settle.

Daniel Lapin 16:35

So I don't know if you can, if you could hear that so well. But but you know, let me, let me tell you exactly exactly what he said, I'll read you from the transcript: "You've got to find what you love," says Steve Jobs. "And that is as true for your work as it is for your lovers. Your work is going to fill a large part of your life. And the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. If you haven't found it yet, keep looking. Don't settle. As with all matters of the heart, you'll know when you find it. And like any great relationship, it just gets better." My dear happy warriors, one can admire a person like Steve Jobs, and at the same time declare with utter certainty that what you just heard him say in his speech at Stanford University in 2005. And the transcribed words I just read you is utter unadulterated bilge water, garbage, waste of time, rubbish, fundamentally untrue a lie. It doesn't mean I don't admire so much of what he did. But what he just said, and what I just repeated to you, is a lie. It's complete and utter nonsense. Now, if there is one lesson for today's show, that I want each and every happy warrior to take away with you. And that is, watch what people do much more than you pay attention to what they say. So if you are a woman, and you are contemplating a relationship with a man, and you're trying to figure out, you know, is it worthwhile getting involved with this man, maybe marrying him? And you say, Well, look, you know, he's, he's told me, he loves me. And he's told me how much he likes my family. And he's told me how eager he is to find a good job and build a good career. My answer to you as it has been to all, I'm

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

gonna say, how many young we're probably in the hundreds, not in the 10s or scores, but probably in the hundreds, not as many as 1000, but certainly several 100 young women. Please, please pay very little attention to what he said. pay a great deal of attention to what he does. Take a look. track record with a man really counts. Look and see what is done. You're deciding to vote for a politician. You know, a governor, senator, Congressman, local Councilman state representative, whatever it president, whatever it is, please, please, you're a happy warrior. You know already that you should completely disregard whatever that politician he or she said. He or she is trying to get elected. totally disregard anything they said. Watch the track record. Watch the track record, you know, back in 2008. I could tell you what certain politicians said about illegal immigration. Would you like to know what they said? Yeah, I think you probably would have to helps to make this point. It was actually 2005. Then Senator Barack Obama long before he became president 2008. 2005, Three years earlier, here are his words. We simply cannot allow people to pour into the United States, undetected, undocumented, unchecked and circumventing the line of people who are waiting patiently diligently and lawfully to become immigrants in this country. In 2009, Democratic Senator Chuck Schumer, a huge problem for this country, by the way, but Democratic Senator Chuck Schumer in 2009, said the following. Illegal Immigration is wrong, plain and simple. People who enter the United States without permission are illegal aliens, and illegal aliens should not be treated the same as people who enter the US legally.

Daniel Lapin 21:13

How about a guy called Senator Joe Biden, right later to become President of the United States in 2006. Two years before he came vice president to Barack Obama, he said the following, let me tell you something, folks, people are driving across that border with tons tons hear me tons of everything, from byproducts from methamphetamine to cocaine to heroin, and it's all coming up through corrupt Mexico. So if you would listen to the words of Barack Obama, and Charles Schumer, and Joe Biden, you will conclude that these are men who would stop at little in order to secure America's southern border. And yet, by now, you know, that Barack Obama, Joe Biden and Chuck Schumer have done everything possible. And in some cases, that constitutes an enormous amount to basically render the border between the United States and Mexico non existent. With millions, millions pouring in. And in only the short space of time since the beginning of 2022. Until the time I taped this show in mid March, huge numbers, right? Well over a million in just a short space of time, into the United States through the southern border, no controls, no COVID testing, no masks, no nothing. So please, pay attention mostly to what politicians do, rather than to what they say, pay attention to what men do, rather than what they say. Now that, you know, why do I speak about men and politicians, and all politicians of any gender, but when it comes to marriage, it's, it can make a difference, too, for a man to to hear very carefully, what a woman says, You see, one of the important distinctions between men and women, I'm going to say something now that I hope I'm not gonna regret saying in the sense that it, it could turn you off.

Daniel Lapin 23:37

And there is so much important information I need to impart to you yet in today's show, that I would be concerned and I would be filled subsequently with great regret. If I discover that what I'm about to tell you is going to cause you such dismay, as to distract you from hearing what I'm going to be saying afterwards. But I I feel I have to tell the truth and take my risks on you at least saying to yourself at the

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

very least, this doesn't sound right to me. I'm not sure I agree. But let me put it aside and examine it in the light of my own day to day experiences, as opposed to the current mood in the climate in the West, United States, United Kingdom and many, many other countries, unfortunately, where people feel the rights to be protected from ideas with which they disagree. And the response to something with which you disagree becomes anger and resentment and withdraw rather than contemplation and engagement. All of that is by way of a caveat. When I tell you that one of the important distinctions between men and women, is that men do women all. That doesn't mean women don't do anything, they do a whole lot. And it doesn't mean that men aren't anything No. But in general, a man is measured by his performance. A man is measured by what he accomplishes, by the work he undertakes. And what he achieves a man is chiefly judged by his achievements by what he does. A woman is chiefly judged by what she is, she's a good woman, she is a sweet woman, she is a beautiful woman, she is a an inspiring woman. And that is why it is that until people became conditioned, during the, perhaps the first two decades of the 21st century, but until then, when men sat next to men on an airplane and they started chatting with each other, it was clear that both were on a trip, a business trip, the very first question that they were generally asked is, What do you do? People want to know, what field are you in? Or in other words, as I prefer putting it, how do you serve God's other children? That's really the question. And that is the question. Most of us really want to know when we meet a man what do you do, because deep down we understand that we men are defined largely by what we do, we are creatures of action. And it is it is not an accident and I I want to speak here the next section in somewhat coded terms. So as that it remains a family centric show and something you can comfortably listen to with with anybody, but how to be if I say that, during times of maximum masculinity, during times of intimacy, it is generally clear that the doing is a masculine part of things, when we speak about a male performance, right? The pharmaceutical manufacturers know exactly what they're talking about. And they know that their male audience will get what they're talking about. Very rarely, if ever, in my life, have I ever heard Female Performance being spoken off, okay? So going back to sitting on an airplane, if you sit next to a woman on the airplane, not so much now, because nobody would take their lives in their hands by trying to say what I'm about to say. But it is what men really want to know. And back, as I say, before the start of the 21st century, it was much more common, basically, sitting next to a woman on the plane, the first thing you want to know is whether she belongs to a man is she attached. And it makes no difference how old she is. You kind of want to know what her family situation is.

Daniel Lapin 28:38

You may well say, you know, what, what work do you do today? Because things are what they are. But you probably recognize that sitting next to a woman stranger on the plane, you get talking, one of the things you want to know is her family current situation? Does she have children, she has a husband what's going on? That's kind of what you want to know. And that is secondary when you're sitting next to a man on the plane. Okay, that takes me to the end of the section, which I think was potentially dangerous in that it could have upset some of you again, what I hope is that even those of you who rejected it and set yourselves out come on, that's ridiculous. That's old fashioned. That's not the way people really are. might stop and put it aside and think later on, hey, you know what, maybe there are aspects of maleness and femaleness, that regardless of cultural pressures, and regardless of societal

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

change, do not change. Right? And that's why it is that when I say women, if you are contemplating a serious liaison with a man, please pay much more attention to his actions than to his speech. By that's not necessarily what the same advice I would give to a man contemplating marriage and he is getting to know this woman. And he remembers that the back of his mind words from his rabbi, something to the effect that pay much more attention to what she's done than to what she says no, that's, that's not correct. Because I would strongly discourage a young woman from marrying a young man of 25 or 26, who has not really got any achievements to his life to his name, I would really discourage that. But I could think of many, many wonderful marriages that begin with a, you know, shall we say, a 25 year old guy who's done something with his life already. Marrying a young woman who has you know, she, she finished high school and she moved in with an elderly aunt needed some help around the house for a year. And then after that, she taught kindergarten for two years. And he marries her because she's a wonderful, she's beautiful. She is nurturing and feminine. That's the word she is feminine. And, and that's really, really necessary.

Daniel Lapin 31:21

So yeah, these are differences between men or women. I hope I have not antagonize you. Please tell me I haven't antagonized you. Here's one of the best way is to tell me I haven't antagonized you. And that is join our membership of happy warriors become one of us, be part of our community, because communities grow in usefulness as they grow in size. Like any network, right? When, in the very infancy of email, there was a system, and I forget the name of it. So I shouldn't have even started telling you about it. A was not AOL. But it was another system. And it faded away because it didn't catch on. It's a some early adopters, I actually used to communicate with William F. Buckley, on that, on that particular network I'm talking about in the name I forget, for the moment, it's not that important.

Daniel Lapin 32:23

But it is, it faded away because the size of the network didn't grow. So hop along to we happy warriors.com Right. That's our special website for happy warriors. The website is www.wehappywarriors.com. And right there, you will find the opportunity for joining us becoming a member and being able to connect with us, you will get to hear the Lapin lens that we broadcast and make available to members three or four times a week. And you'll be able to comment and communicate with others about the podcast you are now currently listening. There's this Rabbi Daniel Lapin Show episode. And, and that way you can let me know that no, it's fine. We Happy warriors can handle it. When you tell us truths that are painful, and that provoke profound cognitive dissonance, our souls but you carry right on because we are happy warriors. And we can take it, we can handle it, we are big enough to be able to do that. And by way today, this requires considerable bigness of spirit to be able to hear something that goes against your emotion. So that's what I was talking about. In the introduction, the preamble to the show, I was saying that we are all trained today customed to react emotionally. And if we hear something that we feel is wrong, our immediate responses, that's offensive, I don't agree with that, hey, take it easy. Think about it. You know, and and I really encourage you to do this all the time. I mean, not with everybody. If you're listening to a complete fool, then you don't necessarily have to waste brain storage on keeping in mind something he said and then exploring it and analyzing it. Now you don't have to do that on there. You shouldn't really be wasting time listening

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

to him in the first place. But if you give any credence whatsoever to value on the part of the speaker, and he says things which you don't agree, give it a little bit of thought. And by the way, business professionals usually have this down. Because to succeed in business, you have to know how the world are really works. And one of the ways the work world really works is that when you ask a professional for advice you might speak to an accountant You might be speaking to a marketing expert, you might be speaking to a legal expert. The person may well say something which goes against every one of your instincts. Well, why are you wasting money consulting him? If you don't think he knows, I mean, you don't? Why would you waste your time, let alone your money. And so business people usually are already self trained to hear things they don't want to hear, to be able to listen to something that rubs them the wrong way. irritates them upsets them, causes them emotional turmoil. Yeah, we business professionals are accustomed to that. And it doesn't mean we automatically accepted the end of the at the end of the day we do. But we are able to listen and analyze, we have not succumbed to today's University campus methodology, which is to instantly erupt in an indignant outburst of rejection. As soon as your ears pick up anything with which your heart and your emotions disagree.

Daniel Lapin 36:10

So back to a man who many of whose achievements I admire, and many of them many of the things he said I don't, but, but remember, this basic rule and happy warriors understand this point I'm about to make, which is that human beings are not like balance sheets of your finances, right? In, in a balance sheet. If I've got \$75 and I owe \$100, then the net result is negative 25. Um, my liabilities are \$25 I, right. It's a debt. If, you know, if, if I have six bags of cement, but I've promised somebody eight bags of cement, my current inventory status is negative two. And so if I get another shipment of 10 bags, I actually ended up with eight because to have to make up the deficiency. And so in in business and finance, we can do plus and minus calculations. But please, no. Gosh, this is an important thing. Here are the two important things of today's show. Number one, particularly with men and with all politicians, pay attention to what they do much more than to what they say. And the second important point of today's show, is that with human beings, you cannot do basic bookkeeping operations. In other words, let us say, talking of Steve Jobs, there are say that Steve Jobs has, shall we say, five plus points. He built a big company and he responsible for the starting of an animation studio. And he's built apple and he innovated the iPhone, or we can list all these, shall we say five plus things. And then we can also end up with, you know, shall we say two negative things? We don't say at the end of the day, oh, well, you know, his his worth three plus three, because he lost two, it's just worthless three or, you know, how about, about different people and a lot of people have misunderstood me in the past over the years. I've said for instance, and I stand by it, that I think that Vladimir Putin of Russia is one of the most capable statesmen in all of Europe. And I think that so I think Viktor Orban of Hungary is another top rate statesman in Europe. Now, that means people think that that means that I'm completely unaware, no, I, I don't do elementary bookkeeping, on God's ultimate creation, the human being. I don't, when I say God's ultimate creation, by the way, a little child's finger is a greater creation than the Grand Canyon is. And I don't think that you want to do that with people. You don't you don't want to say Oh, well, there's nothing credible. There's nothing admirable at all, about this particular statement, shall we say, Mr. Putin? No, that's not true. He's a complicated being is a human being. There are many things to be moan and disparage. There are also things to admire and to and and it's okay to say that it

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

would be nice if the country in which I live was led by somebody who was as committed to the success and the interests of that particular country and so on. Again, these are all debatable things, but the bottom line is to understand We don't write off people do I might say, you know, Kelsey Grammer is a fabulous actor, he really is terrific. That in no way suggests that I would like my son to study Kelsey grandma's life philosophy and to model his own life, in the same way, now actually know nothing about the man's life philosophy. But my point is that, that you cannot say, to a set of accounting books, well, I gotta say, you know, he, he really produced some terrific revenue this year. Yeah, I know. But he also ran incredibly expenses. And he ended up in the red he ends up in the negative. Well, yeah, but look at what the great No, it doesn't work that way. In business, you do add up, the pluses out of the negatives will come out. And you end up with a bottom line. And it's a very significant bottom line, it means something, whether it's in the black or it's in the red, with human beings, we don't do that at all. And we say yes, there are things about this person that are admirable and good and wonderful. There are also things about him that are despicable and, and negative things that are certainly things that need to be discouraged or criticized.

Daniel Lapin 41:16

So, so it is with Steve Jobs. There's a great deal that is admirable, but that doesn't mean that he becomes my hero. I've pointed out to you that in the Lord's language in Hebrew, there is no word for hero. There's nobody in the whole five books of Moses in the whole of the Hebrew scripture that is described as, as my hero, there is nobody we're supposed to emulate because everyone has characteristics that are admirable and should be emulated. And people also have bad negative characteristics that should be discouraged. And you've got to be a discriminating person in order to be able to identify that right? It's it's a mistake to say that people are like, accounting books. So you know, you do a calculator. Okay, you know, Mr. Putin did this he did that. Well, the net result is a horrible evil, demented, despicable human being. Okay. That's, that is childish. That's people who think the real world operates like Saturday morning children's television cartoons. That's not how it works. But Steve Jobs at fascinating person, a person who will be remembered in history without question who died much too young, unfortunately. And I always remembered that encounter I had not with Steve Jobs whom I never met. But with his with his early office, I sometimes regret not having stuck around at least to at least meet him, and Mr. Wozniak, who I think and suspect is vastly underrated as a force in the formation of the apple enterprise. But at any rate, I remembered that day, I still remember that day. 1975. Very well. So naturally, when he's spoken Stanford 30 years later, exactly. In 2005. I was intrigued, very intrigued by his words, and very much caught by the language he used, you've got to find what you love, right? This is words to people who are graduating college, they starting their career, you got to find what you love since Steve Jobs. And that's true for your work, because it is for your lovers, I'll come back to that. Your work said Steve Jobs is going to fill a large part of your life. And the only way to be truly satisfied is to do what you believe is great work. And the only way to do great work is to love what you do. If you haven't found it yet. Keep looking Don't settle. As with all matters of the heart, you'll know when you find it. And like any great relationship, it just gets better and better as the years roll one. lie after lie after lie. I'm not saying I'm not saying he did it. I know he believes it when he said it. But remember what I said, pay attention to what people do, not to what people say. And so I was always fascinated by the discrepancy between how Steve Jobs lived his own life. And what he said

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

at Stanford. Now, again, I'm not taking cheap shots at him. And there's not a one of us on this planet. Who if we were to go through everything you said and everything you did, we'd find discrepancies. Yeah, of course, that's true for each and every one of us. But very few of us are as influential as Steve Jobs was, and it has been. So with appreciation to Cal Newport who brought it to my attention. It's actually quite easy to research, the actual early life of Steve Jobs in '72, '73, '74. You know, what was Steve doing? And I think it's important to know that in the months leading up to the start of Apple Jobs was a conflicted guy. He was seeking spiritual enlightenment with Zen. And he was dabbling in electronics only when it promised to earn him some quick cash. But the notion that Steve Jobs had a passion and a love for electronics or for business or for computers, it's simply not true. And it's important that we are aware of it. In other words, I'm drawing a distinction between what Steve Jobs said and what Steve Jobs did. And I'm saying we ought to be aware of what he did, because it's more important than what he said. And so in there in those early '70s, asked, Steve Jobs is a student at one of the most liberal extremely left wing colleges in the state of Oregon, called Reed College or Reed University. I don't exactly remember. But Steve Jobs wasn't particularly interested in any of you know, he wasn't he didn't take business courses. He didn't follow anything electronic. He studied things like Western history and he studied dance if you don't mind. Yeah, dance. Can you believe dances a university course? Well, yeah. In, in a liberal arts college? Yeah, probably is. And he was also very interested in Eastern mysticism, Zen and Buddhism and so on. And anyway, he sort of he hung out at what was a big thing in California in those days and that is the Hari Krishna movement.

Daniel Lapin 46:30

Even it's remind me to tell you my story of my encounter with one of the top leadership of the Hari Krishna, movement of Indian spirituality. And, but at any rate, Steve Jobs was involved like many people were with their 100 Krishna temple. And then he got himself a nightshift job at Atari, Atari as a very early sort of analysts call it a computer company. But at this period in the early '70s, it was it was really the, the very beginning of everything. So Atari is, I think it was in San Jose at the time, and Steve Jobs is working there, but he was also hanging out at a commune north of San Francisco. And, and he even quit Atari. In order to go to India for those spiritual journeys, you remember the Beatles earlier than the people did that people went to India to find their spiritual essence. So, his job at a very early computer company was not enough to keep his attention, right because he, at this point, is busy following his heart. Right his his doing what he loves, which is hanging out in Hari Krishna temple, or going to India to follow up on spirituality. And then when he came back from India, instead of picking up work at the Atari Computer Company, which is what you would do, if you were passionate, and you loved computers and electronics, no. He started training to be a monk at the Zen Center in Los Altos. Right, Los Altos is near it's in Silicon Valley near San Jose. And that is, you know, that's that's what happened. Steve Wozniak was designing a certain kind of a very early version of a terminal a computer terminal. And wasn't he was genuinely an electronics wizard I mean, he loved it he was good at it he understood it unlike wasn't yeah excuse me, unlike Steve Jobs wasn't the kid actually studied college and studied electronics and computers at college. But wasn't he hated the business side of things so he got hold of jobs his his longtime friend, to handle the details of the programming and and design work Wozniak was doing for a very early terminal I forget the name of the company was going to do it for it doesn't matter. But jobs is taking care of the business side was in the UK is doing the design of

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

this thing. A computer terminal, very early version of that, and Jobs walked out to spend more time at the commune and when when it spent a few months to the community went back and his work with Wozniak had been terminated he was he was replaced. So you got to see that that Jobs leading up to the the founding of Apple don't think that he followed his own advice. Right that that's what happened. And and and the the arrival at Apple and the story of Apple founding. Let's put it this way. If Steve Jobs had taken his own advice, and decided to only pursue work that he loved. He would probably have lived many years or whatever, however many years he had, as one of the Los Altos Zen Center's most popular teachers and preachers, because that's what we love doing that was. And so if we follow if he'd followed his advice, that's where he would be.

Daniel Lapin 50:25

But he didn't follow his own advice. Apple Computer was not born out of Steve Jobs, passion for computers, electronics, wasn't that at all? To be honest, it was a lucky break. It was a little scheme that unexpectedly took off. And so we got to know that for Steve Jobs himself, his own advice of follow your passion, was actually not very useful advice at all. So again, let's see what people do, not what they say. And what Steve Jobs did, was to throw himself into Apple with incredible devotion, and dedication, building up his passion for it. Let me make that clear. His work at Apple in the early years was not because he felt passion for electronics, he didn't, he felt passion for Eastern mysticism. But he threw himself into it. It was work he felt needed to be done. And he found out he was good at it, and he did it. But the passion grew out of that you understand, he did not build Apple, because he was passionate about computers and design. He became passionate about Apple and about computers and about design, because he had invested so much of himself in this fledgling enterprise. That's the really important thing. And so as I say, I'm I'm recording this in, in March 2022, but it doesn't matter. It's just that on my mind at the moment, is the thought that in a couple of months, students are going to be graduating, young people are going to be thinking what they're going to do with their lives. Maybe you're not a young person, maybe you've decided that you've been wasting your time and talents up till now and you want to do something different. And you hear about Steve Jobs, 2005 speech at Stanford, and you say, Well, I've got to really sit down and figure what I'm passionate about. I've got to sit down and figure what I truly, truly love. Right? And I'm going to tell you that no, you're a happy warrior. That's not what you do. What you do, is you do the work you should be doing. And then you learn to love it. Steve Jobs in his speech at Stanford, you may remember I said I'd come back to it, he used these words, you got to find what you love. And that is as true for your work as it is for your lovers. Okay? Wrong. Okay. You don't go seeking if you're a man, you don't go seeking till you find the woman you fall in love with her. You know, that's not how it works. You choose the right woman. I mean, obviously, there's got to be attraction, but you choose the right woman, and then you come to love her. I mean, that's so obvious. It's so straightforward. It's so clear that that is the roadmap to a successful life, as opposed to the horrible dangers of marrying somebody simply because your heart and your emotions tell you. So it says Steve Jobs, you've got to love what you do. No, that's not true. It's a promise, you will come to love what you do, provided, you throw yourself into it with full commitment. You will come to love the woman you choose, provided you throw yourself into the relationship with full commitment. And so jobs is exactly right. I mean, he brilliantly shows sparks of intuition in in almost everything he did in his life, great sparks of intuition. And here, I don't think he could explain if you went to him

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

afterwards. I doubt he could have said, you know, we said to him, Hey, Steve Jobs. Why did you include the thought about lovers in your discussion about economics and business and jobs? And I'm not sure he naturally would have known that the five F's link everything, and that family and finance go together. And that the the, the relationship between a man and a woman profoundly affect the financial destiny of that man.

Daniel Lapin 54:57

Hugely important So this is something that I want to make clear on what we are choosing whether you're a young person starting a career, whether you're an older person, not so young anymore, changing the career, you want to know, hey, I got to listen to Steve Jobs, I got to find what I love. I cannot adequately stress that this is a road to doom and hopelessness. You know, to put it bluntly, nobody really cares about what you love. And, you know, you can level kinds of different things. Now, if you happen to have an absolutely innate, real, tangible talent, for something specific, it's important to bear that in mind. And take that into account. But for most of us, we could have done a lot of different things, a lot of different things. Could I have been happy as a plumber? Absolutely, really Yes. Because if I would have thrown myself into it, and built up a plumbing company, then it would have left me leisure time to engage in the Bible study, that's so important to me, it would have been a part of my life all along. But yes, I could have done a lot of different things. And that's true for all of us. And what happens at the end of the day is a function of the commitment we launch ourselves into something with that's, that's the really key thing that's going on here. So how do you choose what you should do? It's very simple. And sometimes you need to work together with somebody, a friend, a trusted friend, or advisor, who can be honest and will be willing to tell you things you do not want to hear. And of course, you already know as a happy warrior that you are capable of hearing things you don't like emotionally. But you need to sit down with somebody, ideally, and you need to evaluate what would be the most useful thing I could do for the majority of people? Well, how do you judge that? It's very simple, you judge it by money, this is the great thing about money. And I can't tell you how often I find in comments to, to the podcast, or to one of my lectures, how many times somebody pops up and said, You know, I don't like money, I want to think that I am driven by higher things than just money. I get this an awful lot of times. And, as a matter of fact, there funnily enough, I did a an interview with a podcast called kosher money on YouTube of all places. And, and it's had about nearly half a million views. I mean, it's it really went crazy.

Daniel Lapin 57:52

And on on the Kosher Money podcast, I'm talking about some of the things I'm discussing here, I'm talking about the fact that money is a fantastically untainted, and neutral indicator of value. Right? There's nobody's emotions involved, whether they like you, or they don't like you, the color of your skin, your gender, nothing matters. Money is a beautiful way of evaluating the value of whatever it is you're delivering. It's simple. And so you need to sit down, ideally, with somebody truthful, then you've got to figure out what is the best value you can deliver. Let me give you an example. You might say to yourself, look, I have the capacity. I'm just really good with my hands. I love working with people, let's say you get it into your head that you could be you could deliver value as a dentist. And you say, Well, you know, how do I get to be a dentist? Well, I got to go to dental school. And to do that I need money.

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

Okay, fine. Maybe I can borrow money, get a student loan? Well, alright, if you were sitting and talking to me, I would continue this conversation because I would say to you, you know, at the present time, at the time, I'm recording this, let's assume you're listening at the present time as well. The inflation level is very high. I am very persuaded that the inflation level in the United States of America is significantly higher than the official figures granted by the administration. And under those sad circumstances, when a country is suffering crippling levels of inflation, what it means is that it's a bad time to own money, because your little pile of money and you've been storing it up in a bank account or you've been keeping it in dollars under your mattress, and you've got this little pile of money, and the terrible thing is that with 789 10% inflation every single week, that pile of money is worthless. It's like termites eating away at it. And so it's a bad time to own money, you've got to figure out a way to get a hedge against inflation, you got to do that. But conversely, in the same way as it's a bad time to own money, inflation is actually a very good time to owe money not Oh, not Oh, WN. But owe, oh, money, why now again, please don't automatically take this as your rabbi advising you to run out and borrow money. Not so simple. Depends what for depends on the terms depends what the plan is the use of the proceeds. But bottom line, if you can get hold of cheap money now in the form of a student loan, that will give you the ability in the course of the next three or four years to become, shall we say, a dentist just as an example. And you have a talent for that. And you have the the resilience and the determination and the perseverance to go through dental school? I'd say yeah, great. And you know what, you'll never go hungry, you'll you'll, you'll be able to make a living, because you are delivering value to people. So go for it. If on the other hand, you know, you might say, Look, I I have no capacity to become I'm not academic, I can't do that. You know, I might say great. Are you good at working outdoors with your hands. So there are ways that you can deliver real value things that women would not be willing to do don't compete with women do not become a nurse do not become an elementary school? Well, elementary school teacher these days comes with such benefits and such advantages. I think I'd rethink that. But you know, become a welding specialist become a rigger? There are so many fields that and again, you can make very good money. Well, are you telling me I should choose my career just on the basis of money? Raw? Right? Exactly. You got it? Precisely. Because that is the genius and the brilliance and the wonder of an economic system. It is built on people becoming obsessively preoccupied with the needs of other people. That's what this is all about. Designed by God Himself. And so correctly, your best way to figure out where you fit in into this vast tapestry of economic genius, is you got to find where you can deliver the most value. How do you do that? Simple. Where can you make the most money? And so why did I mention the podcast I did on Kosher Money great title, by the way, because there were so many in the comments like there was more than 700 comments.

Daniel Lapin 1:02:43

And in the first few weeks, many, I wouldn't say many, a lot of the comments, there was a conspicuous number of comments. And I looked at them out and I maybe 10 or 15, which were from people who were offended, and they couldn't handle my speaking positively about money. Because they know money is bad. And it's more important to be dedicated to compassion or to people or to things that really matter or to the world or to whatever, but not money. So, so much successful and evil propaganda, has indoctrinated people against money, that for many people, it is truly painful. It provokes cognitive dissonance, when they hear me say, find out what you need to do in order to make

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

the most money and go for it. Well, doesn't that make me very materialistic? Look, try and break away from the contemporary tendency to label people by names that actually don't mean oh, he's a racist. He's a sexist, he's this he's a that. He's an Islamophobe is a homophobe that Forget it. You know, if feel free to criticize people's actions, but don't give them labels that there is no way for them to shed. Because once somebody has called you a name, it is very difficult to do anything about it. He is a wife beater. Okay, you're already indicted and a story. So be sure that you are able to figure out you know what it is that bothers you about money and that will help you overcome it and realize that it is a very valid way of finding out how you can best serve God's other children. Don't seek to make money by doing the things you love. Because that means you're not focused on being preoccupied with the needs of your fellow human beings. That tells me you're preoccupied with your own needs. Right? It's it's not a good thing to do. you like fishing? Well, you have got to find a way of making money from going fishing. Maybe I can take people fishing, maybe? Okay, you're competing with a lot of other people. And you're not particularly well qualified to teach people about fishing. Yeah, maybe, maybe you are. Maybe you can tie flies, for trout fishing in mountain streams in Montana. That may work for you. It'll work for a small number of people. But no, no, funnily enough. I used to know back in South Africa, a man who built one of the greatest seafood companies in the entire world. And you could not find anybody who was less interested in fish innately. Now he is now he's passionate about his business. And I remember being present at a debate at my parents home, where a an academic university professor in something to do with sustainable fisheries and so on was arguing with this guy. And this guy was just smiling and say, you know, you're wrong about that. This is the reality because this guy owned several 100 ships engaged in fishing. And he, he exported fish around the world. And eventually, in frustration, the university professor around my parents table, said to this gentleman, he said, You keep saying I'm wrong. What do you know about this? What are your qualifications? I have four degrees to postgraduate degrees in this. And eventually the fellow when it's quiet and down, the businessman said to the academic, my qualifications you ask about my qualifications are that I made four and a half billion dollars in revenue from fish last year, how much did you make? That means something, there is a validity to that argument. He certainly didn't go into fishing because he loved it. And opportunity presented itself. And he was able to get a job helping out with the books. Right, he had done bookkeeping at high school, he was able to help out with the books of a small fishing enterprise, owned by a Greek immigrant to South Africa. And things went on from there. Well, today he is passionate about the fishing industry. But that's because he's thrown himself into it. And this is the important thing. We love that in which we're invested. I don't think I have to argue with you about the simple fact that in general, parents love children more than children love parents, there are a lot of ways that we can prove that you think about it, you'll figure it out for yourself. And the reason is very simple. And that is parents are much more invested in children than children and parents. Parents gave birth, parents saw children through childhood sicknesses they did these were they bought things for them, they took care of them. And all that investment in summing effects your emotions, it makes you love it. That's why by the way, the more committed you are to your wife, the more you end up loving her. Because emotions, follow actions. Do not try and make your actions follow your emotions. For heaven's sake, that's what I've been talking about the last hour, that's what this is all about. Don't do that. Your emotions will follow your actions do the right actions, emotions will follow right actions, choose Business Career Action, a profession, a livelihood, that you can make the most money at whatever that is, right. You can't, you

The Rabbi Daniel Lapin Podcast

Episode: *Strategic Secrets for Choosing a Career Or Making a Career Change*

Date: 03/18/22 **Length:** 1:11:09

know, you probably are not going to become a top rate ballet dancer. So choose something that will make you the most money, whatever

Daniel Lapin 1:08:43

it is, even if you think it's work that's beneath you. But I, I met somebody in Kansas City, where I gave some lectures a few months ago. And I love the fact I was going around the room and asked people what they do. And he said, I'm in garbage. I collect garbage. And I went to seek him out options to speak to him. Well, yeah, he turns out he's got a few dozen trucks and he owns some very remunerative routes in Kansas City and in Lawrence, a neighboring town. And yes, he he's, he's done extremely well being in garbage. That's fine. That's a good thing to wonderful. And so the answer is the same as the fisheries guy in South Africa. Am I embarrassed? Would I be embarrassed to be in the garbage business? No, you know, not if it made me a great deal of money and allowed me thereby to give jobs to many other people and to take care of other people and time to do the things that I also want to do. And so that is the measure. And I cannot stress that enough. It requires a huge rethink for you. I'm sure it does. Because you've been so successfully indoctrinated like Oh, Robots have by the culture, to be hostile to money to be hostile to money making to regard the business professional as greedy, driven by greed motivated by greed. It's not true at all. The most successful business professionals are driven and motivated by trying to make life better for other human beings. And the byproduct of that is large flow revenue into their bank accounts. That's wonderful. That proves that you did indeed serve other human beings. And so, that is the important thing that I want to mention and make clear to you all for today. That means that we're coming to the end of the show. Until next week, when we can be together again, I am your rabbi, assuring you that you must move onwards and upwards in your five F's. Try and move onwards and upwards with your finances, and your family, and your faith, and your fitness and your friendships. Yes, I'm Rabbi Daniel Lapin. God bless.