

The Rabbi Daniel Lapin Podcast

Episode: *If Your Romantic Relations Were Remarkable and Your Financial Fortunes Were Fantastic...*

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SPEAKERS

Daniel Lapin, Michael Sipe, Greg Stevin

TRANSCRIPT

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Daniel Lapin 00:00

Well, goody, goody, goody, it's time again, for me to have the opportunity to spend a little time with you, my fellow happy warriors. Welcome to the rabbi Daniel Lapin show where I, your rabbi, reveal how the world really

Daniel Lapin 00:26

works. Thanks for being part of the show and above all, thank you. Each and every one of you doing such a fabulous job promoting the show telling other people about it. It's working great. We've got new listeners just this past week, new listeners from Thailand, Saudi Arabia believe that one Saudi Arabia,

Daniel Lapin 00:49

several new listeners in South Korea, a new listener in Pakistan. Crazy. I mean, I wonder if it's even legal to listen to me in Pakistan. I'd like to I'd like to be able to post in my promotional material banned in Pakistan, you can hear the rabbi Daniel Lapin show banned in Pakistan. Well, as far as I know, we're not actually banned yet in Pakistan, but one can but hope. And how does the world really work? Well, one of the ways that the work really works is that theories are advanced, whether it's by scientists or just by you and me, in an effort in an ongoing effort to find out how the world works, to understand the world in which we live. We all come up with theories from when we were little kids, which Little by little, we are subject to the tests of time and experience. And we modify them and we change them and so am I I actually remember when I was a little kid, I actually came up with the idea that there's such a thing as tiny little people. And the the stereo, like, we just had one radio in the house. I grew up in Africa, and there was no television at the time in Africa. And, and I, I came up with this theory and look, No, I wasn't 17 this was I was about five, that there must be a whole race of tiny little people that live inside my parents stereo, and they got a little orchestra in there, they got announces. And those are the people who make the sound come out. Okay, so I don't think a lot of time went by, you know, before I started getting, asking people about it and discovering that there's such a thing called radio waves, and

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I didn't know what any of that meant at all, but at least I got rid of theory that they're tiny little people inside the stereo player. And so you do this all the time, you know, science did it. Trees, how do trees grow, like where does all that come from? You take a tiny little acorn, put it in the ground. And if this happened in 10 minutes, you would regard it as the most miraculous magic trick of all time. Namely, it's it turns into a 60 foot high tree with hundreds and hundreds of board feet of lumber, enough timber in an oak tree to build a house, and all this from an acorn. So where does all that matter come from? It's a good question. And that's one that also bothered me when I was a little kid. But I wasn't the only one. For hundreds of years. Human beings were baffled thinking human beings. Were baffled by this. And for the longest time, everyone assumed that the tree was extracting material from the earth. And so that wood is just reconstituted Earth somehow that the tree swallows the earth and then regurgitates as in the form of these wood fibers that have all these wonderful qualities. Well, you know, the theory gets put to the test. And one of the ways was put to the test was planting an acorn in a planter, which was carefully weighed and isolated from everything else and given nothing but sunlight and water. And what happens, months and months go by a few years go by and there's a huge tree. That that weighs a lot. In fact, because this whole experiment is conducted on a scale they can see how much more it weighs now than it did when the experiment started. And then they take the tree out and carefully shake off all the earth and the roots back into the pot into the planter. And then they carefully weighed. And amazingly, the weight is exactly the same as it was when the experiment started clearly, these you know, by this time, there was about 300 pounds of wood on the tree. The 300 pounds of wood didn't come from the earth because the weight of the earth didn't change during this experiment. Wow. Incredibly, if you think about it, How marvelous it is, that time goes by, and nothing is taken from the earth.

05:40

And outcomes, a whole lot of wood. Where does it come from? Well, just sunlight, which provides the energy for the conversion, and water and air. So what is the chemical symbol for wood? Well, it's mostly cellulose. So that would be C₆H₁₂O₆ think it's nothing but a bunch of carbon, hydrogen and a bunch of oxygen, namely exactly what you get in air, right? There's carbon dioxide in there. So the tree breathes in carbon dioxide and takes in oxygen from the air as well and from the carbon dioxide, and it gets in hydrogen and there's from from the water that we feed in. There's plenty water, there's plenty of hydrogen. And with the energy given by the sunlight, the tree converts air

06:33

plus H₂O into C₆H₁₂O₆. Carbon, a mixture of six atoms of carbon six atoms of hydrogen 12 atoms of hydrogen, six atoms of carbon I think that's the the number details on important I'm pretty sure it is. But the point being that this was discovered over the course of time, okay. How about atoms, the idea that if you

07:00

Break a piece of iron down into a tiny little iron filing and then you try and break that further. It'll become smaller pieces of iron. And then you try and break them down. Eventually, you're going to get to such a small tiny fragment of iron, that if you try and break it down any further, theoretically, because you

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couldn't really do this, it wouldn't be iron anymore to become something else. What would the something else be? Well, today we know electrons, protons, neutrons, and a little bit of nuclear energy dropped in for good measure. But, but the Greeks were talking about, you know, five 600 BC, the the Greeks the Greeks knew that there's something that they called atoms that was originally a Greek word, and that is like the smallest block of matter of anything that could be and they came to the conclusion, you know, have children's little boys building blocks, I'm going to say little boys building blocks because my own experience is that boys like playing with building blocks.

Daniel Lapin 08:00

Girls really have not that much interest in building blocks unless you can shape them into a house. And boys building blocks, you know, come in different shapes and sizes, there's long, narrow ones, there's cylindrical ones, there's square, rectangular ones, there's cubic ones. And, and these are wonderful toys, you know, a big box of different shaped pieces of wood. I love those things. I still like them. So the Greeks thought, you know, the difference between different substances is when you go down to their most basic elemental form, they the original atom, they're just different shapes. Anyways, you know, lots of time went by hundreds and hundreds of years went by and finally, a guy called Dalton said no, it's it's not exactly like that. These things are all sort of basically the same shape, slightly different sizes, but they are mainly distinguished by the number of things that are inside them. protons and electrons. And so this is now the beginning of the 19th century 1808. It was this guy called Dalton said, you know, atoms are like blueberry muffins. He didn't exactly say that. That's my description. But that's what he meant. They like blueberry muffins and there's sort of solid stuff there and then dotted around in it, or electrons, those are the blueberries. And, and then nearly 100 years go by to the end of the 19th century, a man called Thompson. These all Englishman professors, he was professor at Cambridge. So 1898 or something, Thompson comes up, says no, it's not a blueberry shape. It's, it's like a central, heavy little nucleus. And then there's electrons flying around the outside. And from there, we get the familiar atomic logo that you now see everywhere, with sort of orbits of electrons flying around this central thing that Thompson was the first to say that look, these original models, they don't hold up when you examine them in the light of what we know and the passage of time and experiments, they don't hold up. This is what it is, well, Rutherford, about 20 years later, early 20th century. Also an Englishman came up with a Rutherford model and that was pretty close to where we are today already. So this is before World War One. Yeah, before World War One, rather than said, yeah, it's its orbits and there are different levels of orbits. Some electrons are in lower energy or energy. We don't need the details but and 1913 it's sort of finally gets locked into shape by a Danish physicist called Niels Bohr. And the basis for for quantum mechanics was formed, understood, and this of course, made the nuclear bomb that leveled Nagasaki And before a few days before that Hiroshima in August 1945, bringing an end to World War Two and making an invasion, which would have been unbelievably costly for both Americans Japanese and the Japanese had actually decided to make the staving off the invasion a suicide deal. They were going to mobilize 100 million Japanese civilians to get to the beaches where the Americans were gonna land and it was going to just be body after body after body. The name of the campaign in Japanese was, by the way, the glorious death of 100 million people. That's that's what they call it. So the along came the atom bomb all because of the work of Dalton and

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Thompson and rather fed and then Niels Bohr, and little, it took you could say as 1000 or more years, but it actually you know, more realistically when people began seriously focusing on it. It took over 100 years To get a better and more accurate idea of what an atom looked like, and I tell you all of that, only in order to tell you this, you've got to be willing to be skeptical about things that science tells you are things that experts tell you and you've heard me say this before. It's not that scientific principles aren't true. And something like Isaac Newton's

12:31

equations of motion is his principles, His laws of motion, they write their true laws of gravitation, their true Niels Bohr's model of reality. That's true. It's not science that you got to be cautious about its scientists, because it is possible to get a scientist to give his expert opinion on almost anything you want. Because like anything else, expert opinions are for sale.

14:00

It is not scientific to yell at people and say you're a denier. Right? I've been called a climate denier boo boo, boo hoo - ruined my day.

Daniel Lapin 14:12

Because that's rubbish.

Daniel Lapin 14:14

People in science who questioned something, were heroes. Of course, in this day of political correctness, that is not the case you may not question you may not challenge, but in real science, you question all the time. And so, there are ideas about money, where it comes from what it is what it does, and I am going to show you a different approach to money. It will require you to have intellectual openness, you You must overcome your cognitive dissonance. You have to basically be willing to say, gee, the four years I spent studying economics may not have been the really the best investment of my time, because it turns out a lot of what they told me isn't even true. That's hard to do, but at least be open to that idea. Okay, so what is money? Money is one part of a process that the good Lord put in place to make sure that his children would interact with one another, and would not remain isolated and aloof from one another See, concept. And so how do we do that? And what's the idea? Well, the good Lord said, I'm going to use two systems to incentivize people to interact with one another. And one of these systems is money, and the other one is sex. Okay, to put it direct, in other words, male and female relationships for the younger listeners, if you'd like What does this mean? And it means that the good Lord said, Okay, fine, I'm going to set up a system, which is going to allow human beings to gratify their desires for stuff for things for survival for food and drink, and shelter and clothing, and Hey, nice clothing. I'm going to set it up that people can indulge their desire for those things with the absolute minimum amount of hard work because I know I've created creatures who essentially at heart lazy, who do not love hard work, but I'm going to teach them to build up the discipline and the willpower to undertake hard work. And I'm going to teach them the advantages of money. Because if you just use a barter system, and you just take care of yourself and you plan things and grow things and you make

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shoes and you weave fabric for clothing, you are going to be one very busy be 24 seven for your whole life. But if you learn to interact with other people, and you learn to serve other people, then you discover that that process of serving other people creates value, which we can measure in terms of certificates of performance that you may call money. And if that's not enough, I have another way to ensure that people will not be alone, isolated and aloof from one another. And that is called male female relationships. I'm going to teach people that one of the nicest things for a woman is to be tied to a man and one of the greatest things for a man to have his own woman. It's just wonderful. It's like having a best friend for life. It's a fantastic thing. And it gets even better than that as every mature adult knows. But you got to realize how to do that. And so these two things, if you like money and marriage, if you like the alliterative pneumatics of the two M's money and marriage are the two mechanisms that the good Lord provided us as methodologies to make it possible for human beings to prefer to be together with one another, rather than isolated and alone from one another. And there are very strong similarities between those two things. Let me tell you five basic similarities between money and marriage if you like male female relationships, and let me tell them to you about money. First of all, here they are the five number one, you got to interact with another person, you literally cannot make money on your own can be done. You got it. You got basically got to serve another person. Number two communication helps bring about the transaction. If you can talk effectively, then yes, you're right. bring about a transaction number three, focus on needs and satisfaction of the other person. We call this customer service. Number four, what is what you're looking for, in that monetary transaction is ultimately spiritual, not merely physical. And that's because money isn't physical. It says sign that's an abstract measure of something that can't be put on a scale. It's having delivered value. If I give you advice, and you pay my fee, what's happened there.

Daniel Lapin 19:38

We have a wonderful relationship I've served you and I'm excited about that. You owe me nothing because you paid me for it. And all we have left is this abstract relationship. It's purely spiritual, and we're both happy for it. And that brings me to number five. Both parties emerge from that interaction, better off and happier than they will be. Before, okay, you know, I'll give you one more, I'll throw in a sixth one just as a bonus, there are fluctuations in, if you like the power dynamics of the interaction What I mean by that, sometimes the seller is more eager, sometimes the buyer doesn't want to miss out on an opportunity. Occasionally both share a mutual and equal desire for the consummation of the transaction. So you remember the five, the six need to interact with another person, communication helps bring about the transaction, you got to focus on the needs and satisfaction of the other side, the other party number four, what is what is desired is actually spiritual, not physical. Number five, both parties come out happier than before. And number six, they have fluctuations in the power dynamics of the relationship. Now, let's look at those exact same sex for male female relationships for the fulfillment of a man and a woman being together. Number one, you got to interact with another person can't do it by yourself. Number two, communication helps bring about the trends about I know what you're thinking in number one, but I will cover it very shortly, particularly in the area of spiritual it's one of the problems, you may think oh, well I can do this will add another person. It's spiritually vacuous and and it provides

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only more hunger provides no ultimate satisfaction at all. No fulfillment number two, communication helps bring about the transaction. Sure. Right.

21:34

When when I was a student in England, it was called chatting up the bird that you got to be able to talk to girls. Number three.

23:15

Number five was both parties come out of the interaction better off than they were before. I don't have to tell you that's obvious. And finally, the power dynamic shift, right? Well, yeah, sometimes he is trying to win her or pleaser, sometimes it's the reverse and often, in the best of times, both at the same time. So it's really, really very, very worthwhile. And Erich Fromm, who was a jury psychologist who moved to New York to escape Nazi persecution, wrote a book called *The Art of Loving*, and he said that

Daniel Lapin 23:54

loving requires knowledge and effort. It's it's like anything else. He said. Falling in Love is easy. But standing in Love is something else altogether. To stand in love, you have

Daniel Lapin 24:10

to be trained, you have to be taught, you have to know how to do it, you got to have discipline, maturity, faith, all of these things needed for maintaining a business as well. So I think you get that concept, right? They, there is a strong similarity, these two things you're not many whatever they told you in the econ 101, some method of exchange, etc, etc. Yeah, yeah, blah, blah, blah. But in reality, we know what it is. It is a huge blessing that incentivizes people to interact with one another. Fantastic, as one of the reasons that financial success is very much linked to the size of your Connect. List not friends on Facebook, but real friends, people, people who would return your phone call within 24 hours. Okay, people like that, the more you have in your life, or to put it directly the more people who know you like you and trust you, the better of you, you will be in your money making enterprises Do I sound very mercenary? I look, I'm delighted to have everybody trying to make money. There is literally no more harmless activity that you could be engaged in to please me, and that I could meet, engage to please you. There are so many other things you could be doing and that I could be doing that we weren't like, you could be out there riding. You could be out there in political power of me. You could be doing so many things. And it's really quite wonderful that all you're trying to do is make money because the only way you can do that is you can't extract it from me by force. You can only do it by pleasing me. And there we are back again to the similarity between money and marriage. And I also wanted to clarify one other thing. And I've often spoken about the fact that the people of Israel, the Hebrew people are disproportionately good with money. And, and I, I want to clarify something that's really, really important. And you know, that I have now started having available for you on my website, a Bible which I recommend, I've been talking about this and I do so again, because it is a terrific Bible. Now, those of you who are all around the world, I'm really really sorry. I do not have an ability to ship a Bible to you if you are far away in another country, the only thing I can recommend that You do is that you get a

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bookshop in your neighborhood to carry this Bible, and they will then go through the difficulties of importing it to your country and making it available to you. Another option is that you might have a friend and foe who knows there may even be a happy warrior who you get in contact with through our website. And you might find somebody who would be willing to buy it and ship it to you. All of these things are possibilities but in terms of getting it from the website, we call it Rabbi Daniel Lapin is recommended Bible Okay, and you'll see it on the stored Rabbi Daniel Lapin calm, but if you haven't already, I'll give you page numbers for what I want to show you.

Daniel Lapin 27:52

The the word that I want to tell you a sentence. Okay, it's chapter. Genesis chapter two, verse 15. Okay. And in my recommended Bible, this is on page six and seven, six is the Hebrew seven is the English. And what's great about this is that you can actually look and see, even though you can't read Hebrew, it doesn't matter because you can still recognize words. And you'll be able to see that No, I am not fabricating this. I'm telling you only the truth. Listen to verse 15. And the Lord God took man and placed him in the Garden of Eden, to work it.

Daniel Lapin 28:31

That's right to work it. All right, that's pretty good. And here's another verse, let me give you this one. This is page 214. And page 215. In my recommended Bible, and it is chapter 20 of Exodus, verse number eight. Let me read it to you. This is the fourth commandment about the Sabbath. Six days you must do all your work. Six days you shall work and do all your work. So I've given you two verses for work. Let me give you another verse here is a verse on page 175 or 174 and 75. And this is Exodus chapter four, verse 23. Listen to this, that say the Lord Israel is my you got to go to say to Pharaoh, this is a story of the burning bush, God speaking to Moses, Hey, you got to go to Pharaoh. And you've got to say to him, this is what the Lord God of Israel says, Israel is my son, my firstborn, and I therefore say to you, let my son go that he may worship me.

Daniel Lapin 29:40

Okay, in the desert, right? I'll give you one more word, one more verse for worship. And this is on page 730 and 31 731. This is Joshua, final chapter, verse 15. And this is Joshua getting a little irritable with the people. And he's saying, look, you know what, if you're gonna go off to idols, you know, do whatever you got to do, do ever whatever you want to do, I just want you to know that as for me and my house for me and my house, we will serve the Lord. So what I've done is I've given you four verses, the first two, were the word worship at work, right? Put God put Adam in the garden into work it six days you must work. And then I gave you another two verses, let my people go so that they may worship me. And Joshua says, As for me, and my family will worship the Lord. Now because you can look at the Hebrew, you will notice something amazing and that is all four instances use the same Hebrew word Avada, the same Hebrew word, and I'll be talking about that a little bit further.

Daniel Lapin 30:48

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But bottom line is, and it is terribly important that we have confidence in what it is we're doing. It doesn't matter what it is. If you're weightlifting, you really have confidence you can lift that weight, if you're doing any form of athletics or sports, you got to know you can do it. You got to have faith that you can do it. And in the great life game of making money, you've got to know that not only can you do it, but you can do it as an upright, decent person, you can do it, while retaining your dignity and your morality, that making money is in itself a mark of a moral and virtuous act. And when you know that it makes all the difference. So knowing that the Hebrew uses exactly the same word, for working to make money and worshiping the Lord, we are able to understand this is a huge motivator for the people of Israel, a huge one. What it tells us is that taking care of business, looking after your customers making money is another way of serving God. You can worship the Lord directly, or you can worship Him and serve Him by taking care of his children. Now when you've absorbed that into your thinking, It is a huge factor in your ability to make money.

Daniel Lapin 32:05

Now, what I want to do now is move into an interview. Okay, Forbes magazine has a book section. And what happened is that they featured my book, thou shall prosper the 10 commandments for making money. And then they wanted to interview me, which they did. They interviewed me in two parts. And basically, I listened to it recently and I said, You know what? My happy warriors would be desiring to ask me those same questions. And so I am pretty sure that some of the questions you'd like to ask me when we get together, are asked to me by the interviewers on this Forbes books program. So if you don't mind, I'm gonna play that for you. I hope you enjoy it.

33:03

What we have to know from the Hebrew is that the Hebrew word use these, in fact, the word Avada, which means work and worship. And this is the first and most significant insight into the huge Jewish edge that comes out of the Bible, which is essentially informing us that taking care of business is the Lord's work. That's precisely one way of serving the Lord. doing your work where there isn't a garden of Eden or six days of the week you shall work and worshiping the Lord, all part of the same idea.

33:42

Welcome to 10 talent leader talk on Forbes books radio, where Christian business leaders share wisdom and inspiring stories of God at work in their lives, with their families, in the companies they run and in the lives of those they employ. And here are your hosts, Michael Shaw. number one bestselling author of the Avada principle and founder of 10 x catalyst groups at 10 x groups calm and Greg stevin from Forbes books.com

34:12

Michael SIPE and I are here with Rabbi Daniel Lapin. He is also known as America's Rabbi. Rabbi Lapin is a noted rabbinic scholar, popular international speaker and best selling author of books that include "Business Ssecrets From The Bible: Spiritual Success Strategies for Financial Abundance." "Thou Shall Prosper: Ten Commandments for Making Money" and "Buried Treasure: Secrets forLiving

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from the Lord's Language, which he wrote with his wife Susan. His website is RabbiDaniellapin.com. He's on Twitter @Daniellapin. He's on Facebook. I love this. You Need a Rabbi. He hosts the Rabbi Daniel Lapin podcast as well as co-hosting the Ancient Jewish Wisdom TV show on the TCT network with his wife Susan. He is one of America's most eloquent speakers and his ability to extract life principles from the Bible and transmit them in an entertaining manner, thus improving people's finances, family and community life has brought countless numbers of Jews and Christians closer to their respective faiths. Rabbi Lapin welcome.

35:15

Thanks so much wonderful to be with you.

35:17

Rabbi Lapin This is Mike, I first heard you speak at a Christian conference in Redding California, called heaven in business. And I was absolutely fascinated by the fact that you're a Jewish rabbi, and you came to talk to a conference of Christians about business, then I read your book thou shalt prosper, which was extremely insightful. And I recommend the book to business leaders all the time, actually quoted you in my recent book, The Avodah Principle. And so I'm just thrilled to be here with you today. So let's talk about being a rabbi and also a businessman. One sounds like a religious occupation, and one sound secular. So how do you put those two things together,

Daniel Lapin 35:56

Mike, they they go very, very closely together and one the most compelling clues is exactly the word you chose to name your own lovely book by. It's really important and I think worth perhaps sharing with our listeners and and that is the following everyone who with any passing Bible familiarity is likely to be aware that it is a verse early in Genesis, God put Adam in the Garden of Eden to work. And I think many people will also be familiar with the fourth of the 10 commandments in the 20th chapter of Exodus, which reads six days shout out, do all the work. So I've quoted now to Biblical verses about the word work. God put Adam in the Garden of Eden to do to work it. And the Sabbath means the seventh day you rest after you've done your work for six days.

36:58

Now, I'm going to look another two verses quickly. And these two verses aren't going to be on the word work, these two verses are going to be on the word worship. And they're interesting. One of them is at the burning bush, God said to Moses, go to Pharaoh, and say, Let my people go so that they may worship me in the desert. Last one is in the closing chapter of the book of Joshua, where Joshua, frustrated at the people's tendency to seek idolatry basically says to Israel, look, you folks can do whatever you like. But as for me and my family, we will worship the Lord. So we've looked at and this is true in in almost every translation of the Old Testament that I've come across. We've got two verses that refer to work. And we've got two verses that refer to worship and what one would not know without some degree of familiarity with what I call the Lord's language, actually, not just me but but also the second governor of the Plymouth Colony, himself, wrote the history of the Plymouth Plantation and

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wrote it the first 20 pages or so in in his own Hebrew handwriting. He also referred to it as the the Lord's language. But

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what we have to know from the Hebrew is that the Hebrew word used in each of these four verses exactly the same. It is in fact, the word Avodah, which means work and worship. And this is the first and most significant insight into the huge Jewish edge that comes out of the Bible, which is essentially informing us because there's a general rule in Hebrew, which is any word that has different meanings, those meanings are all linked together. Unlike in any other language. You know, an English pail is a pail of water or can mean

40:00

Looking after one another, being kind to another, taking care of one another's needs, and most parents would rather see our children being nice to one another, even then we'd like to see them being nice to us. And so, that is one of the very first and most important aspects of how to overcome the mistaken view that, that my religious life and my business life are two completely disconnected areas, one religious one secular, nothing could be further from the truth, there is holiness and Divinity within my pursuit of profit.

40:41

Rabbi, if you wouldn't mind one of the things when when I was researching the word of Avodah, if I'm saying that close to correctly, I sort of corrupted it and call it Avada. But when I was researching it, I was fascinated by this idea that in in Hebrew,

41:00

One word could simultaneously mean multiple things. And you alluded to that through your comments just a minute ago. Could you just explain a little bit? Because when I tell people that who are just English speakers, they don't get it. So how is that possible?

41:15

I'll give you a very good example. The The Hebrew word olam means the universe or infinite space. And it also means forever or infinite time.

41:30

Now until the early 1900s, with the Polish mathematician, Hermann Minkowski. And then 10 years later, Albert Einstein, nothing of what I'm about to say, would have made a lot of sense. But essentially, what the Lord's language is revealing here is that the single word that means both infinite space and infinite time is suggesting that time and space are really one thing.

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It would have seemed odd, accepting, by the time the 20th century arrived, it made absolute sense of course, yes, indeed, space and time should be one word in the ultimate because they really are inextricably bound together.

42:58

Well, it feels a little odd to follow that up Rabbi with a question about Milton Friedman somehow from Einstein to Friedman feels a little sort of an interesting juxtaposition, but

43:09

I'm not sure I'm not sure. In my own mind, I'm not sure who we funded more for humanity.

43:14

Well, we're gonna get to that exactly. Because, as you know, as I'm sure all our listeners know, in 1970, Milton Friedman basically said the social responsibility of business is to increase its profits. And that's really been, that's been the view of business, certainly in the United States ever since Intel, recently, an organization called the Business Roundtable, which is 200 of the most influential CEOs in the country, took a radical departure from that and declared that the purpose of business is much broader than that and includes customers, vendors, the community and they actually name shareholders last. So given that I want to know in what are your thoughts on on that move by the Business Roundtable and in general, what are your thoughts on the purpose of business?

44:05

Well, I'm aware, of course of the the Business Roundtable. And I think those CEOs are going to rue the cowardly route they took in the hope of placating the radical views of politicians right now. But the idea that politicians try their best to make private business pay the promises, the unfulfilled commitments made earlier by politicians in exchange for re election. This is an old idea. taxation is only one part of it, obviously. But the idea that politicians will decree what is good, and then place that burden upon businesses. This is nothing new. And it was it was only surprising to me how rapidly the CEOs surrendered instead of taking a stand.

46:00

Is freedom actually the the ultimate sacrifice of this entire vendetta. And what I mean by that is that business takes place when John says to Jeff, I would like whatever it is a cord of wood, or a piece of brain surgery, a repair to my fuel injection system. But whatever it is one human being says to another, I would like this goods or services from you. And here is what I would like to pay for that. And then there's a negotiation. And at the end of that the exchange is effected. And both human beings walk away happier than they were before, which is why God smiles on human economic transactions. And so, now what we're saying is that if the two of you want to

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But the neighborhood in which you live, once you erect low income housing, they should both scratch their head and say, Excuse me, what are you talking about what's it got to do with us?

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And so it's a huge step, this attempt to influence the idea of stakeholders on a corporation. And look at the end result, I'm not a profit, but the end result is pretty obvious to anyone, which is you kill the goose that lays the golden eggs. It's not that hard. I mean, it's a fragile system to begin with. Of course, Milton Friedman was right about that. That's one of the reasons that he was vilified extensively. Particularly by left leaning members of the academic class. And they despised when he when he spoke that way about the fundamental purpose of a business. It remains that way. Because even if you only look at the list of stakeholders suggested, and that the Business Roundtable picked up on, you will see how few of them are even defined. In other words, it's deliberately left vague. So is that the list of demands that are placed on the institution of business is literally without limitation of any kind.

48:39

Rabbi, it seems like underneath this is sort of an undercurrent or cultural questioning of the fundamental dignity and morality of business like, you know, is business actually really a bad thing? And so we've got to kind of plaster it with some of these other concepts. What are your thoughts on that?

48:58

Well, I think you, you get a very strong sense of that in the sense that there is every now and then. And it's frequently a politician who manages to drive incredible public resentment at the pay level of CEOs.

49:22

Everybody nods their heads enthusiastically. Yeah, you know, let's get them there. They're they're getting paid too much. Now, regardless, regardless for the moment of how you decide that where they are, or they aren't, all we should be concerned about right now is why is it that the same people so eager to get the pitchforks and lanterns out to hunt down overpaid CEOs? Where are they when it comes to overpaid sports heroes, or overpaid movie stars?

49:56

And the answer is that everybody understands that the guy who can grab the ball and run it down the field faster and further than anyone. Yeah, he's doing something I cannot do. I get that he deserves the big bucks. Or they look at the movie star and they say, look, that is one good looking human being when I look in the mirror every day, that's not what I see.

50:23

So, you're a pretty good looking guy though. Rabbi, I just I just want to register that you look pretty good.

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I presume that is why you insisted that this is a radio discussion, not a television show.

50:35

I did mention that you also have a TV show so we can see you on camera as well. But I kid you I understand the point you're trying to make I'll let you finish.

50:45

But when it comes to running a business, nobody knows what that entails. They simply do not understand. And so to them, it's a big mystery. And to the socialist or the materialist? It's always been that way. When Stalin killed that 5 million coup x, and the Soviet Union went into a starvation mode for the next few years, they didn't starve because the farmers didn't produce, the food was left rotting in the fields. they starve because that business class, the business, the small merchants, who bought the produce from farms and wagons into the villages in the towns and sold it, they had been wiped out. Because Stalin was incapable of comprehending the role of that middleman to him. The public should be able to buy it at the lowest price direct from the farmer. Why should that leech of a middleman be allowed to steal from everybody and the fact that it was often the Jew didn't. But but that vision that idea that inability to comprehend the role of business still continues

52:00

to this very day, since since we don't as a as a culture necessarily really understand business, from your perspective, what can the Bible teaches us about business and about successfully running an enterprise? First of all, it teaches that business is about giving, not getting. And so, the whole principle of credit comes out of the Bible, the whole idea of of loans and, and, and provision of capital, a biblical idea, one of the reasons that no capital market ever arose indigenously from a non Christian country from a non biblical country never happened. Today, you've got stock markets in Akron, in Bangladesh and in Tokyo and everywhere else, but originally, stock markets emerged in Amsterdam and London.

52:54

And, and there's a reason for that because this whole concept of when we speak of the face and credit of the government, or the idea of In God we trust on coinage, not on the walls of churches. Because the Bible teaches that business operates strictly on the basis of the existence of faith. And it's only within an environment in which faith is valued, that business can in fact, function and flourish. Another one is a huge biblical emphasis on numbers. And, again, in general, I think most people know that languages and cultures tend to have the most words for things that they treat as important. And so when the new language reveals itself to have about 15 words for the word snow, it makes sense because subtle nuances of snow that I could care less about are really important to somebody who lives his life in that environment. And in in the same way, Hebrew has a surprisingly large number of words for the word number. And so you know, you got the book of Numbers, the fourth book of the Bible. That's one of the words in Hebrew for numbers. And there are another four of them. And part of the the background to that is how important numbers are. And once again, crucial to business, to helping people understand

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that if you're trying to start a business, and I'm sure you've got a great idea, it's a new app, or it's this or it's that it's wonderful. But if I'm going to be an investor, I need to know that you can read a financial statement. Do you know what a p&l looks like? Can you read a table of receivables? Do you know what your payables look like? And above all, please show me your cash flow statement. Numbers Oh, and then the person that never mind the numbers Let me explain to you everything we're doing that I said, I'll tell you what, I'm better with numbers and stories. You give me the number I'll tell you the story. But I want numbers. I don't want stories from you.

54:51

And so, numbers are very important. The the idea that business is at its heart spiritual. Hugely Important. And again, these are things if we think about them, they become obvious. But these are things embedded in the Hebrew psyche. And they're things that, that that people who are raised in a Jewish Bible perspective, know almost intuitively but, you know, for instance, when in 1987, I think Chrysler bought Jeep for one and a half billion dollars, what did they get for their money? Jeep by that time was was a pretty rundown brand. Chrysler acquired a small little assembly plant outside Toronto, not worth a whole lot. So what did they pay one and a half billion for? Well, a billion of the pay was for nothing, but the name of Jeep. Why is it important? Because in 1987, there was still a generation of people who grew up either having had parents or grandparents who fought World War Two or who watched World War Two movies, and they knew there was a thing called a Jeep that saved World War Two. It was the vehicle of choice for the GI there was nowhere a Jeep couldn't go. And because of that spiritual recollection, there was nothing tangible there. There was absolutely nothing that my pet gorilla could remotely have conceived off. And yet that was worth more than a billion dollars and lacocca was exactly right turned into a big asset. But it's the the the spirituality of commerce is something which again, is most quickly and easily understood from biblical teaching.

56:36

I'm glad you said that because I want to go back in time to the time of the Bible. And I want to ask a question, maybe it's a little conceptual. We know that the Bible is full of business wisdom, because you've written books like business secrets from the Bible, thou shall prosper 10 commandments for making money

56:59

but in the Time of the Bible was business what we think of as business today? Or was it something more intrinsic to just the way that people interacted to with one another, for instance, use the word commerce. We're commerce and built and what we think of as business today, two different things, or does it all boil down to that exchange that you talked about earlier?

57:24

It boils down to an incentivization system for caring about other people.

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Opening two chapters, paint a picture of a rather cheerful deity. The earth is created, the natural world is created in six days. And numerous occasions during those six days. The wording says And God saw that it was good. And the very first time we see God getting grumpy, as a matter of fact, is in chapter two, the very first time we get anything negative about God and he says, God says, not good for what for man to be alone.

58:32

Now, again, in the translation, it doesn't come across nearly as clearly as a dozen the Hebrew original, in that when God says not good for man to be alone. This is not specifically and exclusively a prescription for Adams matrimonial prospects now, that we'll be talking about is God's perception that what this is all about is for people To get together with one another for people to connect with one another, and for people to convert that connection into communication and cooperation, and ultimately creativity as well in and of itself. And so, from a perspective of ancient Jewish wisdom, God essentially sets up two incentivization systems to encourage people to not only get together, but to care more about someone else and themselves. And one of those systems is called sex, and the other is called money.

59:40

We hope you'll join us for part two of this interview where we delve into politics, public service, and of course, the biblical perspective on money and sex.

59:51

We teach business people again and again and again. focus on customer satisfaction, you know, and and what marital advice do we give newly married men you know, God wants human beings to care for one another, to care more for others and for themselves, and to connect and collaborate with one another for better purposes to produce more things.

1:00:15

And again, please join us for part two of this interview.

1:00:29

Welcome to part two of this 10 talent leader talk on Forbes books radio. We're Christian business leaders share wisdom and inspiring stories of God at work in their lives, with their families, in the companies they run and in the lives of those they employ. Let's continue our conversation with Rabbi Daniel Lapin the best selling author of multiple books including business secrets from the Bible. He is also the host of the TV show ancient Jewish wisdom on the TCT network. You can

1:01:00

Find him on Facebook at youneedarabbi and at RabbiDaniellapin.com. And here are your hosts Michael SIPE number one best selling author of the Avada principle and founder of 10 x catalyst groups at 10 x catalyst groups calm, and Greg Stevan from Forbes books.com.

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As a general observation, I'd say that many if, if not most Christians have, shall we say, a complicated perspective on making money and on accumulating wealth, our our theology of money is, as a technical term, we're just messed up on it. And we were sort of morally confused. Talk to us about money. Is it good? Is it bad? What's your perspective on it?

1:01:43

Well, let's first note that in the same way that there's let us say, a certain theological ambivalence about money in in in parts of various religions. I think you'd agree that something similar exists with respect to sex. There we are back to that same topic, if you didn't say it I was going to on. So on the one hand, people say, Well, how can something that produces life on Earth not be holy? But on the other hand, how can something that's the source of sensual pleasure, possibly be holy? And the same thing is said with respect to money?

1:02:23

On the one hand, look at all the good you can do with it. Yeah, but on the other hand, look at how it makes people venal and greedy. And so you have tremendous confusion about it from a Jewish biblical perspective. And it's really a lot simpler. And that is that both those activities, making money and having sex both involve a man becoming a better man than he was before. And caring more about somebody else and he cares about himself. And that is exactly why we we teach business people again and again and again, focus on customer satisfaction. You know, and and what marital advice do we give newly married men, you know, focus on satisfaction.

1:03:20

And that is that God wants human beings to care for one another, to care more for others and for themselves, and to connect and collaborate with one another, for better purposes to produce more things. And so yes, sex is one model of that interaction. And money is, is another where we we do care for the other person satisfaction we want the customer to know is always right. And as traders and as commercial specialists and as business professionals, that's exactly what we're going to do.

1:03:56

And so when it comes to money, you ask is money good or bad? The The reality is that the terminology has to be slightly adjusted because good and bad only applies to human beings. For instance, if a wolf eats the sheep of a rancher in Colorado, we don't hold a conference to discuss the declining morality of wolves. We accept that there isn't such a thing as the morality of wolves. Wolves do what they do. And we speak to the farmer and we say you're gonna have to figure out a way to look after your sheep in a better way. In the same way, there is no such thing I mean, our guns good or bad, but I guess depends if you managed to save your your family from vicious predators who who plan brutality and cruelty. Well, then probably good. And if a gun is used to hold up a convenience store and make off with it takings of the week, probably bad. Yeah, that's right.

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There is no such thing as objects being good or bad? only human beings can be used in the context of good and bad with any sense. And so money is no more good or bad than a wrench is or an adding machine is or a table is. Money is something that we can ask is, is it physical or spiritual that we can certainly ask. And by spiritual, I'm not wearing my Rabbi hat, I'm wearing my physicist hat. And that is to say that spiritual is simply something that cannot be measured in a laboratory. So a tune is spiritual. I can weigh a saxophone, and I can measure a violin, but there's no way to measure a tune.

1:05:44

They there is no way that anybody can run the tune through a machine and have the machine safe. This is going to be a hit. It's nothing but vibrating air molecules all the way up to the human beings eardrum. It's only after that that it gets processed in the brain and in the soul, as I would put it, that we determine whether it's a happy tune or a sad tune. So tunes are spiritual, you cannot measure them. musical instruments of physical now how about money? Well, we quickly see that money obviously isn't physical because is many those discs of metal or strips of colored paper? Or how about the orientation of iron oxide molecules on the back of your credit card or magnetized ones or zeros on the hard drive at your financial institution? Or how about if you write a check for \$10? Have you just brought money into existence and forget that? How about you shake hands with somebody and I'll give you \$10 on Friday? Have you just brought money into existence? And the answer to all those things is yes.

1:06:47

because money is an abstraction. It's something spiritual, not physical. And that's really important.

1:06:54

I want to ask about the word desire, the desire to make money and the desire to accumulate wealth, it seems to me that it might be different or at least worthy of conversation about making money versus the desire to do it is, is there something inherently suspicious about someone who has the desire to make money and accumulate wealth?

1:07:21

I don't want to sound prejudice against the political class. But if there is any suspicion or any awkwardness or concern about any desire at all, it will be for people who express an ambition to go into your pardon the euphemism go into public service. Somebody who's tells me he wants to go into public service, beans, politics, of course. All that tells me is there 10 more things in my wallet because he wants to be paid.

1:07:51

But how about the young woman who says that she wants to start a company and become a millionaire before she's 30. Well, the only way she's going to be able to do that, because she, unlike the guy going into politics, she lacks the ability to extract money from my pocket by coercion. She can only get it with

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my willing collaboration. And the only way she can do that is by giving me something that I value more than the money, either in goods or services.

1:09:17

And so people talk about Oh, big business, big business. I'm much more worried about big government than I am a big business. And if somebody expresses a desire to make money and accumulate wealth, why is this a problem for me? Why does it bother me? Because in an open and transparent marketplace, which for the most part in the Western world today we have, it is absolutely impossible for that person to make money and accumulate wealth without pleasing a whole lot of other people. I certainly don't mean any, anything harmful here or offensive, but it'll probably be offensive anyway, but who's done more good for more people, Bill Gates or Mother Theresa?

1:10:11

200,000 people all her life maybe.

1:10:14

But Bill Gates has improved the lives of millions of people. Because everybody who bought a copy of Windows operating system and everybody bought a copy of Word, every one of those people did so because that purchase improved their lives.

1:10:32

And so, in all honesty, we would have to say that Bill Gates has done more good for more human beings in Mother Teresa did. Now, would God view their souls in that same way? I have no idea he never confided in me to that. And I don't have to nobody appointed me to be the moral arbiter of anybody. But in terms of the good done for human beings that I can figure out

1:10:59

Another way of putting that is he's spending day and night trying to figure out a way of pleasing me. Why is it that bad?

1:11:07

In my book that I bought a principle I explore a key principle, a biblical principle for living an integrated life. It has its roots, as you mentioned earlier in the Hebrew word avodah. And I'm sure there's other biblical principles or maybe some key verses that are really fundamental or specialty you personally and how you live and, and principles that shape how you lead, would you be kind enough to share one or two of those and how it's been important to you?

1:11:34

The idea of relationships, as being at the root of everything is is terribly, terribly important. The ideas that disconnectedness and solitude are destructive. And the the idea that marriage is a fundamental part of God's plan for human existence and for social structure is tremendously important. So, I do, I try

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to do whatever I can to help people with their marital relationships as well as what their monetary relationships, because in the final analysis, that is when you think about family, right? I mean, where would we be without our families but the reason you have uncles and aunts and the reason you have cousins is because many years ago grandpa and grandma found ecstasy in one another's arms. I mean, that's that's what happened. And, and that created the thing called family which is so important in all our lives. And in the same way, another way that we interact with people on a considerably less intimate basis, but on a no less significant basis, is something that allows two complete strangers to interact with one another in a way that makes makes both of them happier than they were before. This is called money and financial transactions. And so as

1:13:00

Certainly as as a rabbi and as a businessman, I'm very much focused on on the idea that God gave us a blueprint for the improving of lives and for the creation of fulfilling and productive lives. And they just they revolve around relationships as at the very hot and they're very cool. The very first negative awareness we have of God is alone isn't good. Conversely, it's, it's axiomatic that togetherness is good. And that's brought about through both marriage and money. And both are under attack in today's culture. So that's that's sort of where I'm, I'm, I'm somewhat focused at the moment.

1:13:41

I'm going to follow that up by pointing people to your TV show Ancient Jewish Wisdom on the TCT network you can get there on Rabbi Lapin's website. It's RabbiDanielLapin.com. He also has a podcast there. He's the author of a great number of best selling books including Business Secrets from the Bible spiritual success strategies for financial abundance. Thou Shall Prosper 10 commandments for making money and Buried Treasure which he wrote with his wife Susan secrets for living from the Lord's language. There's also on his website a really Rabbi remarkable thing you do they're called Ask the Rabbi I love that.

1:14:23

Obviously, I love it because we just been doing it. That's exactly right. The website again is Rabbi Daniel Lapin Lapin is Rabbi Daniel Lapin.com. He's on Twitter @DanielLapin. And on Facebook just to cap it off. Youneedarabbi. Rabbi, thank you so much for joining us.

1:14:42

Thanks for having me in peace stay in touch both of you. It's been lovely talking.

1:14:46

Thank you very much. I feel like we just cut to the chase and and got to ask you exactly what we wanted. And it's been delightful. So thank you very much for being on the show.

1:14:57

You're most welcome. I'm delighted. Did you enjoy being with us?Much Thank you. [end interview]

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1:15:01

So that's it, my friends and I sure hope you enjoy that. I hope it did have me answering at least some questions that you might have wanted to ask me as well. So that is it. All I have left is to tell you that if you do not yet own the download, Prosperity Power: Connect for Success. It's about two hours of teaching on connection. This idea that your financial welfare your ability to generate revenue is very closely associated with how effectively you connect with other people. I discuss that in detail along with very practical hands on strategy. So go to the website Rabbi Daniel Lapin .com, head over to the store. You may want to read more about Rabbi Daniel Lapin is recommended Bible if you can get it, just go ahead and get it. It is something that regardless of where you stand personally in terms of faith, for an educated and accomplished human being, not to own the most influential volume in the history of humanity, It's madness, I tell you, so it doesn't matter. You need this in your shelves. And by the way, once it's in your shelves, you will discover that occasionally when you're entirely by yourself so nobody can see you and embarrass you. You will sneak a peek into this monumental volume, and you will find yourself suffused with some inexplicable and deep spiritual satisfaction. But that's leading you into other secrets that I'm not ready to fully disclose at the moment. At any rate Rabbi Daniel lapin.com take a look at Rabbi Daniel Lapin's recommended Bible please. And if you can get it, just go ahead and get it. And secondly, regardless of wherever you live, you can download Prosperity Power Connect for Success.

1:17:00

Yes, go ahead. If you do not have that yet, please get it. And you know what? Believe me, I really don't mind if you share it with friends. We don't have any locks on it like Apple Music does. We have no mechanism to prevent you, because this is just good for everybody to know. It's pretty important stuff and not knowing it is definitely a handicap in your quest for building connections for both romance and finance both of those two areas. So I want to wish you a fantastic week up ahead. And I hope you will have nothing but good times, with your family with your faith. Yes, your faith, your friendships, your fitness, and your finances. I'm Rabbi Daniel Lapin. God Bless you all.