

Matthew Turner Episode 82

[00:00:00] **Jeffrey Besecker:** Hello, Matthew, how are you?

[00:00:02] **Matthew Turner:** Hello? I'm good.

[00:00:03] How about yourself?

[00:00:04] **Jeffrey Besecker:** Fantastic. Flowin' alone, things are going great. Life's moving along at a steady pace.

[00:00:09] **Matthew Turner:** Very good to hear. Well, I'm excited to do this, um, chat with you to dive in and share some conversations and yeah, it's going to be

[00:00:16] fun.

[00:00:16] **Jeffrey Besecker:** Awesome. Yeah. I want to start off, by touching base with just a little overview on the book as we jump in, when you're already.

[00:00:24] **Matthew Turner:** . You lead it away and I will

[00:00:26] I will answer.

[00:00:27] **Jeffrey Besecker:** Well, thank you. I am so glad to have you join with our listening community today. Matthew, you are the author of the book "Beyond The Pale"

[00:00:36] A novel about escaping the hustle and finding yourself. I had to find that there for a minute, I have lost myself on the way to finding your title for the book. So let's

[00:00:49] take a look and you'll find yourself. Yeah.

[00:00:54] So I want to jump into our conversation today about looking at that often
[00:01:00] toxic relationship.

[00:01:01] We form with that idea of hustle by jumping in and looking at the book. The book is exploring the main character Ferdinand, who is a fast paced millennial. That's always switched on Ray to work and with dreams to change the world. You know, what a great and inspiring. To look at, but so often we get caught behind that notion of having to hustle to get there, to achieve that vision.

[00:01:30] Let's dive in by looking at what the spark was serving as the impetus for you, Matthew, in writing this novel.

[00:01:37] **Matthew Turner:** So to understand that we need to back track a little bit, probably five or six years ago, I've been writing a book, my previous book, and it was a

non-fiction title called the success mistakes.

[00:01:48] I've written a few novels in the past. The successful mistake was my first foray into nonfiction and I interviewed 163 entrepreneurs and thought leaders and investors and office and all those [00:02:00] people. The biggest failure or one of the big mistakes that come to mind and how they manage to turn said obstacle into success.

[00:02:08] As you can imagine, speaking with so many people, I learned a great deal. I spotted a lot of patterns and like how we overcome failure and how we overcome mistakes and a bit of a process, but really one of the big takeaways for me personally, as a person, as, as a father, as someone who's building my own business in my own life was just this outlook on success.

[00:02:31] And a lot of times when people were sharing their failures, The time leading up to that failure, they had a very societal version of success. They were following a version of it that may be, was instilled upon them from their parents or the education system, our society as a whole, they were just keeping up with the Joneses.

[00:02:53] They were just doing what they figured they should be doing, you know, build that company to the biggest [00:03:00] you can be because that's what you do. Get the job and climb a lot of, because that's what you're supposed to do. Get the nice house, get the nice car. So on and so on. When they made a mistake and started building success, I realized people had a completely different outlook on what success means to them.

[00:03:13] The truly successful people. They started to define success on better terms. They started to appreciate what the meaning behind the success was. So it's not to say money's bad. Climbed a ladder is bad. Buying a house or the car or anything like that is bad, but there needs to be a reason there needs to be a meaning.

[00:03:33] And it just made me realize that I didn't understand what my definition of success was. So I went down a rabbit hole of various personal development mindset and habits and productivity and all those kinds of things. And I learned a great deal and I was translating what I was learned in, into sabbaticals and cost material and all these other things.

[00:03:53] And I was doing all right. I was, implemented a lot and I was learning a lot, but I still didn't feel like I was, you know, any [00:04:00] more fulfilled from before I was learning. I understood a lot more than I did before hand, but I wasn't too sure how to effectively implement it. And I suppose that was the period.

[00:04:10] When I came up with the idea of. beyond the pale, which as you say, follows a very successful Silicon valley entrepreneur, who, if you read the sample of the book from the website, you'll see that this guy kind of has it all. You know, he's busy, you're very typical. CEO of a company has good luck to the fame and money.

[00:04:30] Just have it for me. You can imagine totally switched on. I didn't quite have that sort of success, but I thought, I'm, living that kind of lifestyle on the outside, looking in, maybe I see them happy. Maybe I see, like I'm making progress. Maybe I see him a certain way, but on the inside I have just as many questions as ever, constantly switched up constantly working.

[00:04:51] Constantly work in longer than I have to constantly say yes. So basically the idea of creating a fable, where I would be able to [00:05:00] explore my own relationship with work, life balance, all of those things, that's kind of what ignited it. Then shortly afterwards, I learned that I was going to be called my father for the second time.

[00:05:11] So we're going back just over four years ago now, because Imogen is three and a half. And it's not that Imogen coming on the scene changed the book per se, but it certainly changed my perspective of the hospital of work and life they do. And I went through these periods where I knew already thinking about moving and every fed and everything kind of got sped up and I knew, but I would have to over the course of the next six, seven months.

[00:05:41] You know, she's still in mom's Tommy to, she won't be. I knew I would have to at least double my income and I would have to at least half my workload and the numbers didn't add up. I was like, how the hell is this possible? It doesn't make any sense, but it forced me to focus. It forced me to prioritize and I managed to move and [00:06:00] double my income and more than half my workload.

[00:06:02] And around about two months, I was like mine below. It's not only possible. It was actually. A lot easier than I thought. And actually this kind of life is a lot easier than what I was doing beforehand. So it changed my entire perspective of what are the idea of the book was already there. And I'd already started to unpeel a few layers of my own onion, of like my relationship with work life.

[00:06:25] And I was excited to explore it through third nun, but this whole period of light is place to maybe free. But I would, I'd be impending realization of I'm going to have a second child soon. It just sped up the process, peel lots and lots of layers of onions. And it just made me realize just what my relationship with this whole hustle mentality is.

[00:06:47] and I largely realized it. Wasn't just the, whether you work 70 hour work weeks or not, but it's this constant connection with your phone. You know, you're always be able to scroll through it, just checking on [00:07:00] emails. And it's just this constant pressure to say, yes, there's constant pressure to seek opportunities out of the fear of missing out this constant pressure of being on every platform, just in case this new platform is the platform will always connect.

[00:07:16] We're always comparing ourselves to other people and all of these things really, I suppose, allowed my idea of beyond the pale to bloom. Before all this, it was just the seeds I had a rough idea of Ferdinand and what his journey would be like, but

going through this period, it all took place over like two or three months.

[00:07:34] The idea is just like a volcano. I was like, he needs to do bass. He needs to do that. This is kind of a journey. I need to bring this kind of thing and this kind of thing. And then I started to realize, I want to introduce this person and progress personnel. And I, it just, it just flew. It was like a flood.

[00:07:48] And frankly, the months leading up to Imogen and I was able to start getting ideas down on paper and begin the process.

[00:07:56] **Jeffrey Besecker:** What a inspiration to look at and have that [00:08:00] opportunity to interact with so many entrepreneurs on so many different levels to begin.

[00:08:04] We see

[00:08:06] so many different insights, so many different unique opportunities to become aware of how others have traveled that journey to regain that

[00:08:14] valuable nugget, that little bit of wisdom. Somebody might've gathered that unique experience. So often though, you know, we look at that and we're mirroring and patterning that belief or that structure of another so much of that starts when we start handing down these beliefs on how we are to view our own situation and how our own idea of success unfolds.

[00:08:37] As you mentioned, looking back on that, what were some of the more common themes that started to pop up that kind of triggered that idea that that notion of hustle can often lead us down a road. That's not productive for us.

[00:08:51] **Matthew Turner:** So, yeah, if we go back to the previous book, the success mistake, right? All those, a lot of, I was introduced to a place, one of the common themes, which [00:09:00] was surprised at the time, but now I'm here, you know, several years down the line, it makes a lot more sense.

[00:09:05] There was a lot of self-sabotage. I would speak to people who would tell me stories about how they had a very successful business. Maybe not quite as successful as burden on them in, beyond the pale, but successful businesses on the outside, looking in, they had it, you know, but reached it. They had like the multi-million dollar business.

[00:09:24] They had a nice house. They had a nice car by all accounts. They seem happy. I imagine if you were one of their friends or one of their colleagues, and you would just see this person walking around on any given day, you would say this person is happy, content fulfilled, but I would speak to them.

[00:09:41] They would basically walk me down this journey of how over the course of several weeks months, some of the occasions, years of self-sabotage and sometimes

that was self sabotaging in a personal sense, like their health, they were just like abusing bed, body, maybe a substance, maybe just overeating or drinking, or just not getting enough sleep.

[00:09:59] [00:10:00] Sometimes it was their personal relationships. So sabotaging the relationship with a husband or wife, their family, their friends, and sometimes a self-sabotage and just making reckless risky decisions, but never really made sense. And they were just kind of doing it on the app, like after the fact of hindsight or like, I was basically trying to implode my business from the inside out with some of these decisions at the time, I just figured I was being entrepreneurial.

[00:10:27] So this Fred of self-sabotage came up often and I think. We self-sabotage oftentimes sometimes in our own body, sometimes in our relationships sometimes about business because there's an underlying on happiness, but we don't allow it to get out. We don't have time for it to get out. And this is how Ferdinand very much starts his journey and beyond the pale he's on the outside looking in and seems to have it all, but it's pretty clear there's something going on beneath the surface, but he just doesn't give it any time.

[00:10:58] He's just constantly pushing [00:11:00] it down. Just stay. It's got a voice, but he won't give him one. And I think we do that oftentimes in our own lives and I would speak to people and they would tell me stories about big failures, big mistakes, and that's exactly what they were doing. There was a voice, there was something inside of them trying to get their attention.

[00:11:17] And they were like, I don't want to listen for reasons, whatever those reasons may be. So I'll just push it down. I'll push it down. But that voice would find its way of getting attention through self-sabotage. And I think a lot of times this will happen when you're just constantly switched on, because how can you possibly take the time and give yourself the time to understand what's going on inside you?

[00:11:37] If you're grinding the gears, if you're saying yes to every opportunity, if you're working from the moment you wake up until midnight, if you refuse to take vacations, if you choose to take time off, if you refuse to just sit down and. Knowledge your thoughts and your feelings as those weeks, those months, those years tumble on by it's going to lead to some [00:12:00] pretty deep stuff going on inside you.

[00:12:03] And it finds its way of coming out and self-sabotage with some fin, which was a common pattern. And I didn't get it at the time when I was doing all the research for the success mistake, I didn't get it. And even when I was writing the success mistake, I didn't get it. But in the journey I took between the success mistake and beyond the pale and the journey I've taken since while right in GeMar pale.

[00:12:26] Now I get it.

[00:12:27] **Jeffrey Besecker:** So often we're caught in that act of expectation and judgment. We're looking at everything we're doing process through those two filters, whether it is our own expectation and judgment. Our path or whether it is that outside voice that says this is simply being entrepreneurial.

[00:12:46] This is simply reaching for success. This is simply looking at that idea. Growing from your failures even can often become a limiting belief, can often become that act of [00:13:00] self-sabotage because you're putting your focus in your energy in a way that does not keep you moving forward. It actually is creating that resistance state.

[00:13:08] **Matthew Turner:** Yeah, absolutely. And if you think about how most people are brought up and this isn't on your parents, this isn't on a teacher or anything like that. But if you just think about how we as the society in most countries, especially for west, and I think most sort of cultures these days, we build success up as lucky in a certain way.

[00:13:31] You know, we glorify dressing a certain way, having a certain type of job, having a certain type of educational background, having a certain type of journey up the ladder. You know, we see it in movies. We see it in celebrities, seeing people. These are the kinds of things we get taught to aspire towards school, work hard, get the degree, get the job, work harder, climb the ladder.

[00:13:57] You will get money. You will have the [00:14:00] house, you will have the car. And we get so much pressure on us of like getting ourselves in huge debt through the education system for getting back car food, getting that house. I mean, when you think about it, I mean, house prices, these days are pretty insane. At least they are in the UK and it's very difficult to get onto the line.

[00:14:22] When you're a young person in your twenties, in your thirties, because the private house price so much, just to kind of get under a lot of you need 150 200,000 pounds, you know? So it's even more than dollars when you take a step back from that and think about what that actually means, what it actually means to get a mortgage.

[00:14:41] You're basically giving all the, all the leverage over to the bank saying, I'm going to pay you X amount of money every month for the next 20, 25 for five years. And if I decide to help sell my house in between, then [00:15:00] I'll get to keep some of the profits, but I'll have to pay you back. And we have a similar kind of thing with most stuff like cars, like big, big type thing.

[00:15:07] So we're constantly getting ourselves in this debt because that's the way to. That's what success means. You might only need a one bedroom house, but no, you need to have a nicer house in a nicer area. So we're constantly putting ourselves impression his pursuit of success. Now that isn't to say having a big, nice house for you and your family is wrong, but there has to be a reason behind it.

[00:15:36] Most people don't tap into this, not until later in life, you ask them what success means. They'll talk about. Well, you know, I studied to do X, so now I've got a job doing Y and my year plan is to become whatever the job title may be, because then I'll learn a hundred pounds. And I'll get a company car or whatever [00:16:00] else.

[00:16:00] And you replaced that with an entrepreneur, like, okay, I'll start out. And I'm going to over the next six months, I'm going to get six figures. And then my five years plan is to have an eight year business, an eight figure business. We have a team of 50 at some point, you just like football by yes. Why, why eight figures?

[00:16:19] You know, why 50 team, like it's not long person

[00:16:23] **Jeffrey Besecker:** number keeps lighting up as society addresses exactly inflationary practices progress. We keep moving that bar, that standard, that judgment and expectation higher. That's not to say we can't productively align with those things and create those things. But are we aligning that with our internal value, our internal sense of core purpose

[00:16:49] **Matthew Turner:** and meaning?

[00:16:50] Well, that's the thing. Internal value. What is. Like, what is your internal value? This is another common fam for me, success mistake. There was [00:17:00] another common thing, which I, um, was one of the patterns when research and success mistake, because people would say, you know, I had this dream of having a, you know, a million dollar business, and then I got to the million dollar business we're in right now.

[00:17:14] And you don't really have an answer. So you're at a crossroads and on one hand, there's this real simple solution. And it's just got a sign that says eight figures and like shining lights on it because that's the same, but you'll be more successful. And you have a road is, you know, like taking this long dark twisty path of like finding and out like what you actually want.

[00:17:35] So most people go, well, I don't know what I want now, but eight figures seems easy. Like that seems to be obvious choice because I've been told to climb the ladder I've been told to progress. Eight figures will give me a bigger house. If you get a second car, a second holiday home, they started near there.

[00:17:52] So you don't think you're like I'll suppress for like the real value, like a real journey and take [00:18:00] this nice, simple shock. And people would do this. I mean, it would lead to self-sabotage because then I got to eight figures and I was like, now, well, okay, well, I guess I'll like be high eight figures or nine figures, but at some point it catches up to you and everyone has to like, figure out what it is, but they want, and this is where most midlife crisis has come from.

[00:18:21] People like put a bad asterix and X have a midlife crisis and people do go about it in pretty toxic ways. A lot of the time, you know, just getting a pause to say, can you get an apartment? But a lot of the times it's because there's an underlying on a happiness, there's an underlying discomfort, but you've put off and you've put off and you've put off and eventually you just have to go, like, what is it that I want?

[00:18:48] Like, what is. My life purpose, like what is the whole point of this? And

[00:18:57] **Jeffrey Besecker:** I have a single point so often we're [00:19:00] loading that with the notion that I'm only sent here. We're only sent here any one of us are only sitting here for a single thing rather than being meaningfully engaged throughout the entire

[00:19:14] **Matthew Turner:** journey.

[00:19:16] Exactly. Constantly

[00:19:18] **Jeffrey Besecker:** pushing that idea, become overwhelming that we're here to be of purpose the entire time. We're trying to find this one thing, like

[00:19:26] **Matthew Turner:** a magic hastag. Yes. So-called upon the destination that we don't allow ourselves to enjoy the journey. So yeah, it's, it's a huge thing. And I think we're all sort of at its mercy, just for our general group.

[00:19:45] And the sooner we start asking the right questions. Well, the sooner we can start edging towards the, the answers or, you know, it might be that you don't have an answer per se, [00:20:00] but you can just at least let go enjoy the journey more, tap back into that vision, all about those internal values and that you touched upon earlier.

[00:20:11] **Jeffrey Besecker:** Yeah. From your perspective, what role do you feel that constant exposure to external projection and generational pattern and you know, that passing of those beliefs, those ideas from others plays in forming these often limiting beliefs.

[00:20:31] **Matthew Turner:** Big. Yeah. Big one. I mean, you think about limiting beliefs that hours.

[00:20:37] Yes, they are. They're ours. We have to take responsibility and ownership of them. But, uh, rarely down to us, you know, oftentimes it goes back to w we fallen in perception as well, because let's face it. We go back, like I mentioned earlier, she's three and a half. Now. [00:21:00] It's not about long ago where she was just completely at the mercy of every Finn, just laying on her back, just trying to make sense of this world.

[00:21:07] And if you try to place yourself in like a baby or a topless body and try to make sense of a world, like you are just exposed of all these new things, but you have

no understanding of what's. You know, there's all this external stimuli and you don't understand it. We have all this external stimuli as adults, but we understand it enough.

[00:21:25] You know, we built these perceptions. We've built these appreciations and understandings of how and why things work. But as a kid, like as a young infant, you don't have this, so you're trying to make sense of it. So you start forming these beliefs, these rules in your head. I'm like, well, my mom's smiles when I do, uh, when something happens so far that my.

[00:21:53] Smiling. It is like love, but it should just cry in. And it's where my mom and dad talking about [00:22:00] money, then that's sadness. So you start forming these beliefs. I'm like, what love is and what anger is. And you know, the relationship of money between that and how healthy relationships. So you're forming all these different beliefs and they're yours, but you're farming them before you have any appreciation of, you know, what the world is.

[00:22:16] And they stick with you for years and years, years, and decades and decades and decades. And you find ways to reinforce them and validate them building you get. So by the time you get to an adult person, you've got these beliefs. But it's around money, some subsets and all these other things. And some of them are positive beliefs.

[00:22:35] Many of them are our limiting beliefs. I'd like to say it when look at the word, limiting beliefs, it's not necessarily bad beliefs, but not necessarily negatively. They're limiting beliefs. They're limiting you from you go into the next level because you have a belief around money that if you talk about money, it leads to arguments because maybe you saw your mom and dad [00:23:00] arguing over money as a kid.

[00:23:02] And because you build this belief around tears equals sadness and conflict and money is often a reason why that led to violence, tears in conflict. You just have this belief about money is triggering. Yes. That money leads to arguments about money is a bigger deal than it is. So there are beliefs. You have a very rarely, our.

[00:23:28] Making, you know, their beliefs were kind of placed upon us from our parents, from our friends and social groups, from society, the media, you know, just being at school, whatever it is. And they're all forming when materia is old, four years old, six years old, eight years old, 10 years old at a time.

[00:23:49] **Jeffrey Besecker:** Exactly.

[00:23:50] We've

[00:23:50] **Matthew Turner:** gone on. I mean, it's not like I'm in my mid thirties now. It's not like I'm farming these new beliefs every day. No, because [00:24:00] I already kind of know how the world works. You know? So all the beliefs I have today, I formed them like 20 plus years ago. Yes. In some cases, 32, 33, 34 years ago. So the beliefs, but I

formed now as someone in my mid thirties, I have to be very intentional.

[00:24:21] I have to have had my eyes opened and had an awakening of some kind where I questioned some old beliefs and go that doesn't sync up with me anymore. So I'm going to go on a journey and ascend climb that mountain side and figure out what the real truth is to me. And whether that's a spiritual journey, wherever it's a philosophical journey, or if it's a knowledgeable journey or the mixture of all of those things you learn.

[00:24:48] And then after awhile, maybe you fall some new beliefs, but it's not like we're just walking around as people in our twenties, thirties, forties, fifties, just developing these new beliefs out of [00:25:00] nowhere. Not like you are when you're one year old, where every day is just like forming these new beliefs, because how else would you make sense of the world?

[00:25:08] So in that sense, limit and beliefs, beliefs as a whole. Everything. So our relationship with success, our relationship with hustle 100% come down to our beliefs and some of them are very personal and I'll have certain beliefs about are very personal to me and completely contrasting TRS some negative, some positive, but then variable shared cultural beliefs that we have, you know, maybe the, because.

[00:25:39] Of a shared religion, a shared culture, just how things are based on the sort of things we've talked about earlier, you know, society's version of success. So how to climb the ladder and these things, which are more indoctrinated by the media by just Western sort of philosophy or just how the education system works.

[00:25:57] So we have these shared beliefs, which are more kind [00:26:00] of macro and environmental. And then we have these personal beliefs that we formed usually because of what we saw our parents do, or what we saw our older siblings do and what we experienced ourselves as young kids. And sometimes we will come across people with very contrasting beliefs yet we will still share certain environmental ones too.

[00:26:18] **Jeffrey Besecker:** Yeah. And so often those beliefs are rooted in subjectivity and conditionality. Yeah. If. Kind of experiences. If this happens, then this is what the expected result is. And again, that's becomes that expectation, that judgment.

[00:26:39] **Matthew Turner:** Yeah. It's these beliefs are very rarely rooted. In fact, they're just based on, like you say, subjective reality, the reality we've built over years to make sense of a world, to get a greater understanding of how the world works.

[00:26:59] And [00:27:00] it's completely understandable when you think about it, because how else would we live? Like this world is so full of stimulus. Like it is exhausting. So if we didn't form these beliefs on how certain dynamics work, like we wouldn't be able to function. So we formed these beliefs just to try and get through the day.

[00:27:23] But like you say, a lot of them are based on like, well, if I do. It leads to that. So if I, if I tell jokes, it leads to people laughing and then people like me. And maybe you experienced that because you saw it on TV when you were younger and maybe one of your older siblings did, or maybe you just, that's how you managed to make your mum smile, because maybe, maybe a mum just suffered with depression and it was not down to you.

[00:27:52] And you just saw her sad a lot of the time, because she was struggling for whatever reasons. But if you did something [00:28:00] funny, it would lead her to smile and laugh. So you built this belief that if you are funny, then other people will like you for it. If you want to make sure people around you and not sad, then you have to be the person that makes them laugh.

[00:28:20] And that leads you to believe in this belief that you have to be out. But you have to be funny, but you have to maybe suppress your own feelings and be lighthearted and always forward and be energy of party, because that is how you're accepted, because that is how you protect people. And then it leads to best create a thing of I'm the person who makes people laugh.

[00:28:43] And, you know, I can't be the person who talks about some serious because that's not me, then people won't like me. And how often do we see in the world where unfortunately you hear about someone committing suicide and losing the battle [00:29:00] unveil say is so unlike from they were the life of the party, they always seem so happy.

[00:29:06] It was so funny. There was so vibrant, so outgoing and I truly believe a lot about often comes down to, you know, certain beliefs we farm as a young person. You know, like you say, if I do X, it will result in Y and they just stack up on top of one another as the years go by and before, you know, it, you just back yourself in a corner where you feel like you have to be a particular type of person in order to be accepted, like loved in order to not hurt other people.

[00:29:38] So you don't allow yourself to feel or be any other thing. You've got to wear this particular mask. And maybe it might be that you have to wear this particular mask in this situation. And then you have to wear this other type of mask in this other situation around this other group of people. And it's exhausting and it's exhausting.

[00:29:56] And if we bring it back to be on the pale, for instance, that was really a [00:30:00] big part of Ferdinand's struggle throughout the book. He built this belief a more recent one based in part of what he perceived a successful strong leader and CAO. But he also had to base coming back from his childhood where he was the smart one, you know, he was a talented one.

[00:30:21] So he had this belief that he had to be a certain way in order to be like loved and accepted. He had to be a certain way in order to be successful. And once you started questioning all those and realizing how ridiculous those kinds of beliefs are, you

left him confused because if you take away your beliefs and don't replace them enough, like how do you make sense?

[00:30:49] Because this gaping void in your life. Yeah. Well, I always had this belief on, you know, what being happy means. I always have this belief in what [00:31:00] success means and now I've questioned it and I've kind of debunked it. So what the hell is success? And that's scary because you're like, well, I'm going to have to figure out the answer to that.

[00:31:15] And that often is when you have got to, you know, get that, get your hands dirty is we're bringing it back to that crossroads from before you no longer have this nice, easy shock or tweak figures, you've got to take the twist in dark road where you can't see far bit in front of you because there's all these twists and turns not scary.

[00:31:36] So the whole dynamic around beliefs are quite frankly led and certainly beyond my pay grade, because they are hard. If we start questioning and debunking assemblies, we have it leads, avoid, it leaves a gap and it's up to us to then figure out a new belief. [00:32:00] But that is really dumb heart,

[00:32:03] **Jeffrey Besecker:** that gap. Is where the air fuels the fire.

[00:32:07] If we don't allow for that gap, the fire goes out. It's that simple. It can be come that simple to embrace that simple, to form that new view of it. Yeah, absolutely. It's curious how we pick up those patterns. You know, we pick up that very learned pattern that it's uncomfortable. It's hard to sit with that notion that in and of itself is that mirrored pattern showing its ugly face.

[00:32:38] And there again, you know, that's a pattern that it's an ugly face. Maybe that's the pattern of blessing stepping in and saying, here it is baby. Grab it and ride.

[00:32:49] **Matthew Turner:** If you think about humans as a, as a species, it's what we struggle with. And we w I feel like we're at this weird in between places as [00:33:00] humans, where we're smart enough to know.

[00:33:05] But we're not smart enough to figure out the answer. Um, we've kind of prior history just been in search of answers. We've become obsessed with answers as a species, and that kind of rubs off on a personal level. We need to have an answer. These beliefs, they give us an answer. There might be a false reality.

[00:33:30] There might be limiting. There might be a blatant lie, but we feel comfortable because it gives us an answer. Yes. And as soon as you create that vibe, as soon as you create that gap, the silence. And if we're bringing it as a, in a Twitter, little troll, physical analogy, If you just plunk yourself and you could try it, listen at home right now.

[00:33:55] And some people would be better about this than others, but I think everyone, most people, [00:34:00] unless they've already been through the process

over many years, we'll feel good with this, but just try to plunk yourself down in an empty room for 10 minutes.

[00:34:15] Have your laptop in Matt, have your phone, have the TV, have books and everything, but just sit there and see how you feel. Just sit in bed and doing nothing. You'll be so tempted to put the TV on. I reached for the laptop or a book or do something you'll be so tempted to just do something to fill your time.

[00:34:38] Maybe you start having a conversation with yourself. Maybe you start singing or humming to yourself. Maybe you start walking around the room so you can look up things. We struggle to just sit. Yeah, in silence. I struggle with meditation for that exact reason, because I just struggle to sit. We can restless as [00:35:00] soon as things get too quiet, as soon as we don't have anything to do, as soon as there is an answer, something filling that void, whether it's a literal void of silence, however it say more philosophical void of just not knowing what comes next.

[00:35:16] We feel uncomfortable. That discomfort becomes glaring and all we have then is ourselves. So that little inner voice that we usually drown out, it's like going, yes. Finally, I'm able to get in here, have my stage and I get to speak and you've got no choice, but to listen. So oftentimes we will distract ourselves going.

[00:35:44] Well, maybe that belief was wrong. Maybe it's stupid, but at least it gives me something. And it's a hell of a lot easier than just sitting here with no answer. And it's a lot riskier than going over there and searching for a new one [00:36:00] with all those twists and turns. So it's like the whole red pill, blue pill thing.

[00:36:06] Yeah. You're tempted. You know, the right thing to do is to, you know, venture deep and figure out a real answer. This is what you want to do, but it's scary. And I say, we shouldn't be scared about it because it is just by buy. And that is often the thing which will spark things to life. We shouldn't find it so hard, but I think we all do to some degree because just the little sound of silence is terrifying.

[00:36:36] The philosophical idea of nothingness in silence is terrifying because we are a species that needs. Analysis. We need to know what comes next. We need to know what the reason behind it is because we're smart enough to appreciate that there is a reason for something we're smart enough to appreciate that [00:37:00] there are, there's something more than just existence.

[00:37:04] You know, there's something more to life than just survival, which most animals don't most organisms don't, it's just pure day to day to day. It's just living its existence. There is no fault of what comes next. It's just instinct and natural. And we've evolved to a point where we've appreciated. There's more to that, but we have, we're not smart enough to figure out, you know, like give the answer or enlightenment, or at least not yet.

[00:37:30] So we just feel alive with these beliefs and these answers because it gives us something, makes us feel easier, more relaxed, more comfortable.

[00:37:45] **Jeffrey Besecker:** Sit with that for a moment, because that silence is golden.

[00:37:53] **Matthew Turner:** It's so funny. Like I spend my was like, I F I started to feel the discomfort and he was what, like [00:38:00] three or four seconds of silence, the person listening, probably to have a moment, like, how have I lost my phone?

[00:38:06] **Jeffrey Besecker:** Can I set you up for that one

[00:38:11] as that moment flash through where you said, we suddenly find that place where we are in acceptance of that comfort. I said, when he gets this unwound, we're going to pause and let it set.

[00:38:30] **Matthew Turner:** I'm glad you did because natural instinct, I started to feel uncomfortable and I imagine both listening did too.

[00:38:38] **Jeffrey Besecker:** So where do you think in yourself that. Idea that notion that belief took form. Let's explore that. I'm going to dive in. If you don't mind getting, getting a little bit wet with that one today.

[00:38:51] **Matthew Turner:** Okay. Yeah, that's fine. I have no idea. I honestly think when it comes to stuff like that, I'd say it's something like built into our DNA as [00:39:00] people like we we're problem solvers is how we, it's how we evolve to who we are today. Like we're not the strongest. Yeah.

[00:39:07] **Jeffrey Besecker:** So often, unless we're creating some damn problem to unravel, as you mentioned that not we push and we pull, we struggle with the not to quote Nick Acosta.

[00:39:20] We find greater meaning in creating the damn struggle. If we get down to the honest, nuts and bolts of it, then we do in just simply flowing forward to what becomes productive. We find greater meaning in saying we don't learn unless we fail. What is learning. It's just simply gaining that awareness, that understanding that data, that information of knowing something, we don't have to create any comfort or discomfort around it.

[00:39:52] That's our perception. We shift to it. That's the conditionality in that [00:40:00] simple process that we create in our view, do we have to be uncomfortable to do anything? Or can we simply say I am comfortable with the state of things. That's entirely up to taking that active ownership and authorship. So often we're writing a different story rather than writing forward, where we want to truly arrive.

[00:40:26] We're writing backward, we're writing back all of the reasons why we're not doing it. We're writing back all the reasons why it's uncomfortable. Rather than writing

the reasons that truly inspire us, create purposeful intention and truly bring us significant value and meaning personally. So we can be of service to ourselves in that.

[00:40:56] **Matthew Turner:** Yeah. I think it a big part, you kind of touched [00:41:00] upon varies, but permission when you think about it, it is absolutely okay. To be comfortable not knowing the answer. Yeah, absolutely completely understandable and rational and okay. Too. Not know what comes next to not have to know the answer to not have to do anything.

[00:41:27] It's absolutely. Okay. You are allowed. To just sit in silence. It's something that we struggle with because it's kind of just built into us and it's ingrained into us from learning

[00:41:44] and a big part of it is just generating that awareness to say, it's okay. You know, it's okay to be in silence. It's okay to not have the answer. It's okay for this voice to be there. And it's okay. But I don't go in [00:42:00] search of a new answer right now, giving yourself permission is, is one of the hardest battles.

[00:42:06] I think we all face. We have to constantly remind ourselves and yeah, it's, it's, it's tricky and there's a lot of things that go into it. You know, it's a real rabbit hole and one aspect of all this will lead to the next,

[00:42:22] **Jeffrey Besecker:** we look back to how we're taught. We're given that dictate. Don't do this because rather than being put into that perspective, learning, being put in that perspective of understanding and ownership, if you do that, is this going to end well, now at some point early on, we have to be the responsible adult parent leader guide in that, until that child meets that learning, that's an interesting area.

[00:42:55] I don't feel as human beings, we place enough awareness [00:43:00] in how do we more effectively align those things becomes the end result. We're not going to unravel that mystery today.

[00:43:09] **Matthew Turner:** No.

[00:43:12] **Jeffrey Besecker:** We think about that you were fed dual meanings, dual messages, you know, the intention is there. The parent wants what's best.

[00:43:20] The parent wants us to learn, to be self-sufficient to be able to manage our own state of being yet. We're given that constant authorship. Don't touch that at top. Yeah. You know that we, we learned that early and then we don't, as parents shift with that role, we don't balance that role very often throughout society to allow somebody that grace of being themselves.

[00:43:52] **Matthew Turner:** Yeah, absolutely.

[00:43:54] **Jeffrey Besecker:** Because we're fearful. Somebody's going to screw it up. We don't extend [00:44:00] authentic trust. Authentic trust is an inward action that simply says I have faith and belief in you. That's authentic. The other's expectation. You know, if you're basing your guidance of trust on whether or not you feel somebody is going to live up to that expectation, that's not trust that's expectation and judgment.

[00:44:25] Trust is taking that, knowing that I have faith and belief that you will now with you and children there, again, we're back to that line. When we learn it, we have to balance those states of grace with that state of a higher understanding or a more effective, efficient understanding of a situation, that experience.

[00:44:52] **Matthew Turner:** Yeah.

[00:44:55] **Jeffrey Besecker:** From your perspective, you know, as a parent, as an [00:45:00] adult, where do you feel? We draw that line. How do you feel? We effectively create a different momentum.

[00:45:10] **Matthew Turner:** It's a tricky one. As you say, when they're younger, to an extent you have to spoonfeed kids because there's that fine line between let them figure out their own mistakes.

[00:45:22] And the men do not pin hospital with third degree burns or do you see? So

[00:45:28] **Jeffrey Besecker:** yeah, the cruel reality, the harsh reality, whatever, you know, negative connotation, but to put on that you stress that, you know, it's impacted.

[00:45:39] **Matthew Turner:** And then as a parent, you get used to that. You get used to be in an a of playing the role of well being a parent, basically looking after your kid and you give a little.

[00:45:52] Of leeway and a bit more freedom as they get older from big code to free to four to five, to six to 10, 11, 12. I have a eight and a [00:46:00] half year old now in a three and a half year old. And I'm constantly given my eight year old, like Molly way able to just pass over it because I, you know, if it's greater trust fair, but only it only extends so far.

[00:46:13] And I don't feel like that completely goes away. Once they reach like 16, once they reach 13, once they reach 18, because we've become so use to parenting and being there. And it's like, we want, it's like, we'll say things like, I want my kids to be themselves. You know, we'll say about, and indeed we'll want, but we'll want them to be themselves to find their own job or on vocation to be their own personality, to end up with who they want.

[00:46:46] But then you've got this worry of like, well, if they out too much of themselves, they're a bit too quirky. Like yeah, it may lead to them to be in prejudice, like may, may lead them into trouble and I don't want them to [00:47:00] get into trouble. So you try to

protect them and guide them. But as they get older, you know, about, you've constantly got to take steps back to let them be their own person.

[00:47:13] And it's hard. It's hard. And I have no idea like what the answer is, but I don't even know if there is the answer. All I know is about, we need to, certainly as parents work hard, like work consciously and actively and trusting our kids and to do our best, to not place our beliefs onto them, to not vet, to not let them live through our mistakes.

[00:47:46] Our failures and our shock comments simply through regurgitation, you know, and I feel like we do that far too often. We'll try, it's like, wait, we're [00:48:00] basically getting them to live through our mistakes and regrets.

[00:48:05] **Jeffrey Besecker:** So, bye. Here's an interesting insight that just popped in my head as we're going through this.

[00:48:16] So often we refer to that act of rearing child. Uh, children should have spit this out, that act of rearing children as parenting. What an ambiguous notion I am parenting. How efficiently are we taking responsibility for that act? When you know, what is the act of parenting? It's almost like it's a cop out or a scapegoat for not taking any action.

[00:48:48] I am parenting very neutral. It's almost, you know, it can be that perception that I've surrendered any notion of doing any [00:49:00] action in this. Maybe that is the very intention that some of that surrender has to be embodied in that act of parenting to allow the responsibility to fall toward the child, to the other, that we're teaching that act of trust.

[00:49:20] I think intuitively we know that, and that's why we're not owning up to parenting as a forward action, as much as parenting, as inspiring that act of authorship and ownership.

[00:49:34] **Matthew Turner:** Yeah, it is. It's like his parents, like what is parenting? Um, I mean, ultimately I suppose our jobs as a parent is, and this is the most simplest way of looking at it.

[00:49:49] We bring a new human into the world and our job is to one, keep them alive [00:50:00] to guide them into, I guess, gain a basic understanding of how the world works and Ben free. Like though they can do the same thing. Um, I mean, that's that procreation, isn't it? You know, we see it in the animal. Different species, different animals have different ways.

[00:50:23] Like some cast off their, their offspring within minutes, others years. We see it. That's the pattern in all, pretty much all animals, at least that I'm aware of.

[00:50:36] **Jeffrey Besecker:** We'll manipulate that for how long, you know, that's a great point. We look at the natural world. Yeah. How many other species spend that

much damn time and energy trying to imprint and press their child with their beliefs, their, their offspring, with their beliefs, their idea of what is in what is, what should [00:51:00] be

[00:51:01] **Matthew Turner:** exactly they don't.

[00:51:02] And I don't think we probably did in early human history too. It was like do

[00:51:08] **Jeffrey Besecker:** selves as human beings. If we can't put faith, in what impression we make now without having to muddy it up. So.

[00:51:16] **Matthew Turner:** Well, we don't do it

[00:51:19] **Jeffrey Besecker:** very often. We hinder that,

[00:51:22] **Matthew Turner:** but our job is ultimately to have sex. So we bring a child into the life.

[00:51:29] So there's another human, so we can continue to populate the world. I mean, that's, that's human instinct. That's animal instinct. And yeah, our job as a parent is to then nurture said child to keep them alive long enough so they can go and do the same thing. That it's as simple as that life is as simple as that.

[00:51:52] And I think as humans in this modern world, it's obviously a bit more complex and layered than it is for a lot of animals, but we see it [00:52:00] across the animal kingdom mate bird. Nurture let go. And we don't do a very good job of letting go. And we prolonged the process. And like I say, we try to motivate water by imprinting all these different beliefs and all these different faults and ideas and ideals, and to an extent regrets on our kid.

[00:52:25] But we obviously have a very strict protocol when we have young kids, they need us to a certain age, whether that certain age is like, but in a physical sense, probably until the like four or five. And they certainly need as for a good deal amount of time after that, but they don't need as in it, can it say, like, just keeping them alive, we need to give them a good, basic understanding of how the world works and then let go let them do [00:53:00] life.

[00:53:01] And if we've done the job. Then they should be able to go ahead and do it. And it's worked for tens of thousands of years. People would bring up kids and give them enough tools to bed, you know, farming or gathering or whatever it may be. So they could pick up a skill of their own. And then they would figure things out on their own.

[00:53:24] You know, they didn't need all this micromanagement. I didn't need all this extra curricula. They were given the basic tools of how life works and then they were allowed to go and live and we'd live in a blessed time full of opportunity and excitement.

And we can do amazing things, but yeah, it brings it, its issues.

[00:53:46] There's a dark side to it all. And I think it has very much led to, as in, you know, recent centuries to just try and imprint too much on the next generation. And yeah, it [00:54:00] just leads. Bringing full circle to what we were talking about earlier. So many of these beliefs, and you don't know where to turn you, like a lot of them contradict one another and you just kind of get confused and you you've been given so many answers for so long.

[00:54:20] You've got this inbuilt DNA, like instinct, like need answers anyway. Yes. And then you get to a grown man or woman, and you're like completely incapable of letting go of control, not having an answer. And yeah, you end up with destruction.

[00:54:40] **Jeffrey Besecker:** We took a little left turn there, but ultimately we came back. I feel Matthew to that idea that, you know, we start to learn some of these ideas of control simply through that environment, through that upbringing.

[00:54:56] Having that answer, you know, so much of [00:55:00] that reflects back to where that belief, that pattern, that ineffective pattern of that hustle mentality comes from that need to always have the answer to always be busy, to always control.

[00:55:15] **Matthew Turner:** Yeah. To just have something to do a lot of the time. So you don't have to think hustling for me, especially like the kind of physical hustle, like actual doing.

[00:55:27] So I think it goes deeper than that, but the actual just saying yes to a lot of things, doing a lot of things, it's just an avoidance technique is to stop us from having to think too much it's to stop us from having to dive deep and figure out like the important answer is like, well, I can just keep myself busy.

[00:55:47] Yeah. I don't have to commit to any one thing. I'll just keep doing it, you know, and if in doubt, just work a little harder, work a little longer to say yes to a few more things, you know, start another [00:56:00] side, hustle, start a new start, a new that I think becomes a dictum. And when you combine that with the less physical aspects of a wholesale, this constant connection, the fact that we're able to swipe up on our phone and bet have access to like literally dozens of people's lives, edited versions of life.

[00:56:19] It's not true if it's just what's projected upon us, but we can just compare ourselves subconsciously to dozens of people within minutes. And we can do it simultaneously on a physical sense. They look prettier than me. They have better bodies for me to a kind of more emotional sense. They look happier than me.

[00:56:42] They've got a better story. Smarter than me to a Mars professional sense. Their business is bigger than mine. They've got more success to me, if you want a nicer car. And all of this is just happening on a subconscious level in minutes, and we have this connection all the time. So we're [00:57:00] constantly comparing ourselves with the

people just like not quite 24 7, but it's not that far off being just constantly comparing ourselves to other people, constantly comparing ourselves to their version of success.

[00:57:11] And it just feeds this self doubt, which then feeds into our need to just distract ourselves even more because they say, oh, well, if in doubt, work harder, work longer. So we commit more to the physical hospital, which brings us back to this other side of a hostile. And it's just cyclical. It's vicious. It's like a typhoon going on in and around us at all times.

[00:57:37] And it leads to burnout and overwhelm, but Marvin bar, it just prevents us from dive in with it. He prevents us from allowing that voice out. So we stifle our emotions. And if you do about long enough, usually it will come out in some other form of toxicity, whether it's a [00:58:00] negative emotion, anger, shouting, or whatever else, it might be an addiction, or it might be some other form of distraction.

[00:58:08] Like that comes out. And it stops us from just allowing ourselves to be comfortable with silence. And if you think about it the few times that you allow yourself to just be silent or to just observe and smell the roses is often when we come up with our best ideas. It's rare. We come up with our best ideas when we're on, on, on, on, on just fueling us mind with constant stimulator.

[00:58:32] It's very rare, but that's when we get our best ideas, oftentimes you will come up with your best ideas after you've done some exercise while you're walking home from the gym, or when you just go for the walk, go for a walk because why not? A lot of the times actually I came up with the idea like the first time where it brings us full circle, because you asked me like, when I incepted it.

[00:58:54] And I remember the first time where it had been lingered in my mind for weeks before hand, [00:59:00] but the first time I properly talk, like I kind of felt like I could see for it. And I could practically like CVR in chapters are a bit of an idea of a journey I was driving. And my partner at the time was in the seat next to me, but she was just like snoozing and like, no, just dozing off.

[00:59:22] And it was just me and music and the road. And I just didn't have much else to do so my mind just started honing in on this idea and it blossomed because I was driving. And what else can you do while you drive? And I wasn't in a position where I could distract myself with the phone. I wasn't in a position where I could distract myself with work, compare myself to others.

[00:59:51] It was just me and me. And I often will come up with those kind of ideas when it's just me and me running me and me walking, [01:00:00] me and me and those periods of interruption. And I imagine both listening. If they think about a time they came up with a good idea. It was probably when they were having a little bit of me and me time in between things or possibly when they were having a nice, relaxing conversation with someone that they trust and the conversation just developed and the ideas to do.

[01:00:26] But again, when you're doing that, when you're having a one-on-one conversation with someone that you trust, someone that you love, that in essence is escape in the hustle you're being present. You don't always have to be present with you in order to be present. You can present with someone else, but you're not being present with them, comparing yourself to them.

[01:00:49] You're just having a conversation. You're just being socially, just being loving. You're just being engaging. You're listening to them. You're allowing them to listen to, you [01:01:00]

[01:01:00] **Jeffrey Besecker:** know, some of our greatest moments. Spring forth from doing nothing at all. When we allow that space to connect with ourselves in the world around us, Matthew let's look at what life looks like when we step away from that idea of hustle.

[01:01:21] Can you share your thoughts on this steps or your view on the steps to build a more balanced in aware experience of this life

[01:01:33] **Matthew Turner:** in terms of how to go about it, like to make those early steps? Yes. Well, first of all, you'd need to, I, the book as a whole goes through free phases, phase one is to be awakening this idea of you don't know, and you only know what, you know, until something comes along in sparks and you fought and you believe in your idea.

[01:01:58] So that awakening is the [01:02:00] important part because it gives you a new way. But that alone is never enough. So this conversation might be a brief awakening for you where you have been inspired to question your relationship with the hustle, but vessel alone, isn't enough. In fact, what most people unfortunately will do, and it's understandable, they will listen to it.

[01:02:23] Go, yeah, I completely agree. That's really interested. And then they'll go and distract themselves with something else. Because if they know about making changes is hard to make a change. You need to step into phase two, which is the Ascension. And I liken it to climbing a mountain. You know, you literally stand up a foot of a mountain and you can't see the top and you don't even know the route to take because you can only see the foreseeable, but you start and you do so with the belief that you will figure it out, just each step at a time.

[01:02:58] And if you come to a dead angel [01:03:00] circle back and go around and it'll be hard, No, it will be hard like physically, emotionally, mentally draining heart, like climbing a mountain. Isn't supposed to be easy. An Ascension of anything is going to be easy. But if you commit to that enough and learn and lift from your lessons and, you know, learn from it all, you get to the point and that's phase free evolution.

[01:03:26] And you're able to look back down with hindsight on the journey of taken and realize that you maybe did take the long route. And that if you did take this route,

instead, it would have been more of a shock, but you also have a new appreciation of where you've come from. You're like, wow, look where I used to be.

[01:03:41] Now I can see so much further someone top of the mountain I'm at this summit, you know, I can see so far. So that's the way I see any form of growth awakening, Ascension evolution. So it's a similar thing. When looking at me via sort of your relationship with the hustle, there needs to be a spark to [01:04:00] make you quit.

[01:04:01] Question not belief Christian, not relationship with it from there. I think one of the best things we can do in terms of the hustle is to just give yourself. And it might be that you have to literally structure it into your day. A little bit of quiet time, intermittent, a little bit of, yeah, exactly. And it doesn't necessarily have to be silence.

[01:04:27] This isn't me saying, go and sit in a room for 10 minutes, but it might just be you and listening to some music. It might be you just going for a walk. It might be you set aside half an hour, so you can speak to your partner and just actually have a proper conversation. Having that intermittency as you pray, I like that can take on many forms.

[01:04:46] It doesn't have to be meditation, although it can, it doesn't have to be journaling, although it can, it could be a walk. It could be listening to some music. It could be just doing something, but you love doing because [01:05:00] hell, why the hell not? If it's something that just allows you to take a step back and ideally reflect while stepping back, and you can be very proactive with reflection like journaling, for instance, it might be that you go for a walk every day and have a certain bench on that route where you sit down and spend five minutes journaling and spend a couple of questions.

[01:05:24] That'd be a very sort of intentional proactive way of approaching reflection, but you don't have to, you can just be. Okay with being, go for a walk and just see where your mind goes. If it wants to reflect on something, it can, if not, that's fine, but if you do it often enough and you give yourself that space and ideally increase the duration and the frequency as you go on, you're bound to get to a point where you just naturally start reflecting, reflecting on [01:06:00] what's going on inside you, given those thoughts and those feelings, a chance to breathe first.

[01:06:06] You probably won't know what to do with them. And that's okay. It might realize it, but it might awaken something enough for you to go. I need some help with this. I need to go and get some therapy. You know, I need to like dive into this because I, I realize now that I'm hurting and I don't know how to stop hurting and that's okay.

[01:06:25] It might be that the reflection process is just, you realize that you've been, you know, working too hard at a job you don't want to do so you start coming up with a plan to exit or to change or to do something new, but a huge part of escape in the puzzle is to just literally give yourself some time each day to do exactly that, to give yourself permission, to step back and just do something for you, just be with you and allow your mind to like, uh, climatize.

[01:06:59] [01:07:00] Yeah. We'll get a little bit easier as time goes on. I mean, you can do it a little bit more and it's hard to say what it look like, because it's different for everyone. You'll do this and you'll want answers. That's the problem. And the beginning of like, okay, if I do this, I'll figure out what I want to do with my life.

[01:07:18] It's like, well, maybe, but maybe. You know, you just don't know what the Ascension is going to look like. You can plot your route up that mountain as much as you like, but until you start climbing, you have no idea what you're going to come across. But if you do it long enough, you will figure out some answers you will in time reach the top.

[01:07:46] You will evolve, grow, be able to look back on where you've been with hindsight and appreciate the journey you've been on. And yeah, there have been some mistakes and failures and you'll guys should have done this instead of that [01:08:00] part of life. It's part of a journey, but you'll also have a new understanding of where you were greater understanding of where you are and not lead you to the next climb and next Ascension.

[01:08:14] It's never a one and done thing. It's hard for me to say what. Escaping the hustle will look like for you. All I can say is that by not even just escape into hustle, but just taking a step back from the hustle. And when I talk about the hustle, I don't just mean 70 hour work weeks. Remember I'm talking about like constant connection in comparison culture, just taking a step back from that will just allow you to have a greater appreciation of yourself, gratitude for those around you and what you do have.

[01:08:53] And it will just allow you to tap into what's going on inside you. And that will almost always lead [01:09:00] you to some kind of revelation on Marceau. It will likely lead you towards the questions you should be asking. And this is one of the big things I have with the hustle. Oftentimes, and I think people get this based on everything that we've been talking about.

[01:09:22] We just fro broad questions out there into the world with some weird expectation, but it will lead to a specific answer. Like we want the world, or we want someone, or we want something to give us, quote, unquote, the answer we don't give the world a specific question. We just fro a bunch of broad, loose, meaningless questions in the hope that one day we might win the lottery.

[01:09:53] Maybe you will, but most people don't win a lottery. So what escaping the hustle [01:10:00] does, it gives you a better chance of start asking the right questions. And once you start putting the right questions out into the world, Once you start consciously filling yourself with the right questions. Well, you are improving your odds of figuring out the Beyonce.

[01:10:23] You might not be quote unquote V all in competency set that probably doesn't exist, but it'll give you better answers around your personal self, around your

relationships, around your business, your work, whatever it may be.

[01:10:43] **Jeffrey Besecker:** Matthew, as we're having this conversation, this idea has popped in my mind that idea of repose, meaning to rest simply to stop in stillness [01:11:00] in that stillness Dal allows us that time to repose questions, which create significant meaning. And purposeful intention for ourselves simply to slow down sometimes is exactly the thing we need to move us and propel us forward in that evolution, you spoke out to simply unfold and become

[01:11:27] **Matthew Turner:** alive.

[01:11:29] **Jeffrey Besecker:** Yeah. I want to thank you for bringing that back into my awareness today.

[01:11:34] **Matthew Turner:** You're welcome. It's been an absolute pleasure chatting to you and certainly some wonderful realizations have come forward. And it reminds me of something from the book. Actually, I feel like we're edging towards the end now, and I feel like this might be a good way to do it.

[01:11:51] Cause one of the people I interviewed for beyond the palest guy who I admire a great deal called Asia Liam, and he features in the artful book and he [01:12:00] meets first and unfairly earlier. And what Aja told me when I went to meet. To discuss like success and every film Stratford upon Avon is it tells me about his journey.

[01:12:17] He was one say very successful like wall street, finance guy, corner office, a bit to me of success in climbing a ladder. And he escaped back ongoing to the story of how he did, but he talked about how we quite often get fixated on, you know, create becoming something new, discovering something new AGA didn't and what he tells Ferdinand.

[01:12:46] And the story is it's not always about discovering something new, but discovering something old in ADA's case, like rediscovering the kid, he was at 16 in about visionary that dreamer, [01:13:00] the person he is today is very much aligned with the person he was when he was 16. There was just this. Weird in-between place for like 10 or 12 years where he got caught up in school and getting a job in climbing the ladder and having a nice house and all this kind of stuff.

[01:13:18] He rediscovered who he was, reminds me of what you say about this idea of we pose. And it's not always that re-asking the wrong questions. We just need to go in and edit the question. You know, we might not be asking the right, the question to the right person. We might not be posing it in the right way.

[01:13:38] It might be an incomplete question. Might not be specific enough. Sometimes the thing that we're searching for isn't new, it's just shining a new light on something else, rediscovering something we felt we had lost. And that was very much the case. The journey, you know, he's on his own, on his journey. [01:14:00] It's not about, he

became this new person as he.

[01:14:04] Developed as an individual for our, the pages he started to tap into the person you once was, you started remembering the person he wants was, and I think many of us can do a better job about remembering who we were when we were a kid, as a teenager, a person before we got inundated with this pursuit of success and happiness and everything else that we fill our lives with that kid who allowed him or herself to be a dreamer to play for the sake of play for allowing their imagination.

[01:14:45] Tarone for telling a story and create a one, just be costs, being who they are without a damn given about who other people may think. [01:15:00] And we lose that. And oftentimes we need to tap into that. No, it's

[01:15:05] **Jeffrey Besecker:** all about discovering the light inside that light's been in you all along. Yep. I want to thank you for sharing this truly insightful conversation today.

[01:15:19] You've taken me in a lot of new directions and empowered me with a lot of new thoughts to walk away with today. I hope our audience found the same in our conversation. Where can they go to connect with you Matthew, to reach out and discover the book beyond the pale, and also to learn a little more about escaping the hustle in finding yourself.

[01:15:43] **Matthew Turner:** So you should go to beyond book.co on there. You can download the first, I think it's the first three chapters of a book for free as a PDF, get a feel for third anatomy, his journey and wherever it's one you would like to commit to and following fault. [01:16:00] And there's also LinkedIn to buy the book on Amazon and Barnes and noble and things of that nature, as well as linked to my Instagram and Facebook, it would be a joy for you to connect, reach out, say hello.

[01:16:12] And if you have any questions, if any fan has been stirred inside you from his conversation with her today, it'd be amazing for you to just touch base and ask whatever's on your mind. So yeah, beyond book.co

[01:16:25] **Jeffrey Besecker:** such a great novel, such a great sharing of insight information, reach out and connect with beyond the pale, reach out and connect with Matthew on social media.

[01:16:37] So often. We look at that as an active comparison connect with Matthew, truly a source of enlightening insight and guidance. Thank you so much for coming on. I'd love to have you back again soon.

[01:16:54] **Matthew Turner:** Oh, I'd love that. Thank you. Ma'am

[01:16:56] **Jeffrey Besecker:** thank you. We'll see you soon.[01:17:00]

[01:17:01] **Matthew Turner:** All right.

[01:17:04] **Jeffrey Besecker:** That was awesome.

[01:17:05] **Matthew Turner:** How is that?

[01:17:07] **Jeffrey Besecker:** Great. Yeah, I love how we just kind of twisted and turned it on wound with it. You know, sometimes those are the best ones because so many different thoughts come out. We looked at a lot of different questions. We didn't just so much beat around the Bush about this idea on household, the idea of hustle and spitting out our unbelief.

[01:17:25] So I'm glad we just kind of let that unwind. Yeah.

[01:17:29] **Matthew Turner:** Very interesting conversation. Definitely went down to some very interesting ones. Definitely. Um, well,

[01:17:36] **Jeffrey Besecker:** it's a real pleasure. It has. Um, let me look at my calendar here real quick. I'm going to give you a release date on this. I'm going to pull up. We're coming up in September in mid to late September, I think.

[01:17:53] **Matthew Turner:** Yeah.[01:18:00]

[01:18:12] Okay.

[01:18:22] **Jeffrey Besecker:** Okay. We're looking at. Nine 16 will be our release on

[01:18:27] **Matthew Turner:** this one. My birthday really serendipitous. I love it.

[01:18:33] **Jeffrey Besecker:** That is awesome. That's a neat fact. We'll have to make light of that when we hang up. They're awesome.

[01:18:39] **Matthew Turner:** Special. I love it. I'm going to you. Go ahead. No, you go ahead. First. I was going to say

[01:18:46] **Jeffrey Besecker:** real quick, I'm going to send you an email on that release week.

[01:18:50] You will have various links and ways you can share all the information. All of the content will be up on a Google drive. Use all of those resources. [01:19:00] In any way that can

[01:19:01] **Matthew Turner:** be observed. Fantastic. I will. Once you send it out, I'll link you up with my assistant Jimmy and he will make sure we promote everything on our end and get all that lined up.

[01:19:12] And just so you know, the book's official release is in our morning actually. So this really book is officially released. Good time shipping tomorrow. So yeah,

[01:19:24] **Jeffrey Besecker:** that up on my feature for September, for my featured book.

[01:19:30] **Matthew Turner:** Yeah. Oh, well, please do just do any kind of giveaway or anything. Um, just let me know, happy to kind of produce some giveaway copies or anything for sure

[01:19:40] **Jeffrey Besecker:** do that.

[01:19:40] Uh, you know, we can set up a link on the webpage right off of that feature and then also in the show notes.

[01:19:48] **Matthew Turner:** Fantastic. Do you want to send me a bit of a, an email, just so I'm going to dive in to get some food, send me an email, asking me about some of the details you need. I'll do that. Happy to do [01:20:00] about any yeah, like you say, it's, uh, it's available in the morning.

[01:20:02] So be official releases just yeah. Less than 12 hours to

[01:20:07] **Jeffrey Besecker:** go. 12 hours your time. All right. Well, great. I'm I'll make a post tomorrow sharing that also and give a little pre promo for the episode.

[01:20:17] **Matthew Turner:** Fantastic. Well, this has been lovely. Yeah, I'm excited.

[01:20:21] **Jeffrey Besecker:** I finally got to talk. I know we've kind of traded ideas and whatnot back and forth on, on social.

[01:20:27] So I'm glad we finally connected. I'm here for you. Any way I can help. And I look forward to following your journey.

[01:20:35] **Matthew Turner:** Likewise, man, likewise, it's been a real pleasure. My friend.

[01:20:38] **Jeffrey Besecker:** It is such a pleasure. It's such a blessing. I'm grateful for you. I appreciate

[01:20:43] **Matthew Turner:** you. Take care. Cheers. Bye. Bye. Bye.