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SPEAKERS

Edroy Odem, Scot McKay, Jack Schafer



Edroy Odem 00:05

From the mist and shrouded mountaintop fortress that is x&y Communications Headquarters. You're listening to the world famous mountaintop podcast. And now, here's your host Scot McKay.



Scot McKay 00:18

How's it going? Gentlemen? Welcome to yet another episode of The World Famous mountaintop podcast. My name is Scott McKay at Scott McKay on just about every platform out there, YouTube, Twitter, true social tick tock. You can also find me at real Scot McKay on Instagram. If you have not visited the website lately. It is mountaintop podcast.com. And gentlemen, our thriving Facebook group, as always, is the mountaintop summit on Facebook. Today we're going to talk about something that I don't know if I would call it my favorite subject nowadays, but it sure is one that I end up talking about a lot. And that's the truth. And my returning guest. Man, he's a world class expert on this. He was already on the show talking about how to be more likeable, mostly because his book the likes, which was wildly popular and still is on Amazon, you guys loved him you thought he was well, let's put it this way, just spitting straight truth. So it would stand a reason. Coincidentally, I don't know if it's even coincidental. I think he had this all planned all along. We'll get to that. But the newer book by my returning guest, Jack Shaffer is called The Truth detector. And man, couldn't we just use a little truth nowadays, it's really hard to tell who's telling you the truth, whether it's someone you're talking to at the watercooler or the media writ large or politicians or world leaders or anybody else. It's just really frustrating. We're gonna talk about all of that. Jack Shafer is the greatest guy I could think of to talk about this because first of all, he is a truth detector. He worked for the FBI, interrogating guys who they were trying to get the truth from. He's also nowadays an author, Best Selling Author, of course, he's got the likes which and quite a number of languages. And he is a professor and just generally all around a smart guy when it comes to these very topics. Jack, welcome back to the show, man.



Jack Schafer 02:21

 Jack Schafer 02:21

Good to be back.



Scot McKay 02:22

Yeah, man, you know, the first time you're on these guys loved you. You have this unassuming manner like you're just over yourself and not impressed by much in a good way. You know, a couple of the guys commented that you kind of reminded them in terms of how you carry yourself of Mike Armentrout on Breaking Bad and and true Mike ermine trout fashion. When I mentioned that to you, before we click record on this, you said I don't know who that is. I don't watch Breaking Bad, which is about the most Mike ermine trout answer possible. But anyway, it's a good thing. It's a lot of fun. And you know, such a timely topic, isn't it? Are we less truthful to each other nowadays, in the year 2023? Jack than we used to be? Or is it just that there is more media, more opportunity to figure out that there are a bunch of people full of hot air out there?



Jack Schafer 03:14

Well, actually, recently, we are less truthful to people. And I think primarily through a mission, we think things and then we have to filter that through what I call walk topia, ism, or walk, topia. And then in order not to offend anybody, so we were always hedging our bets. So we don't offend anybody. Because if you offend somebody nowadays, you're going to quickly get canceled. And I'll give you a quick example of this because people know the truth. But they can't always state it because in my classes, a lot of times I will talk about the difference between men and women, and in woke topia, all the women, men and women are the same. But my students understand that, yes, we have to speak one way, but we have to think another way. So they're living in two worlds. And in order to translate what they really think, into some kind of vocalization, what they have to do is, is modify their language, and almost skirt around the truth, so they don't get canceled. Even though they know the truth. They can't guess they know the truth. But they say we can't say the truth because we're liable to be labeled some ism, and then get canceled.



Scot McKay 04:28

So we kind of live in this Orwellian world that indeed, we were all warned about an animal farm in 1984 and certainly by other authors too, because it's kind of the end game of an entire mass, a mass psychological process of brainwashing us. We've had other guests on the show talk about it, but I have a feeling you'd have a unique take on how we all got here, and how we let ourselves get here to where you know the lie is the truth and the truth does didn't matter anymore. What happened over the last several decades or a couple of generations, Jack? Welch, we lost



Jack Schafer 05:05

track of what's right and wrong. And there are no rules anymore. You do what's right in your own eyes. And if you don't like what's going on and you want your way, you just take out what I call the can of Insta, when an incident celebrate, install a net spray can that you say you're

sexist, racist, homophobic, transphobic, or whatever phobic you want to you want to be? Spray it on the argument and then you instantly win.



Scot McKay 05:32

Well, you know, what's really interesting about the simple fact that you brought that up is I was talking about that with someone in private conversation, probably just a couple days ago, but I don't think it's ever been really covered on the show. So first of all, thank you for reminding me of that. And here's what it is. Anytime there's a debate, or anytime someone wants to win an argument, you're calling it Insta win, which I love, and I'm probably going to steal that line. I'll credit it to you, but I love it. If they can invoke fear in you of winning your argument, like in other words, it would be a Pyrrhic victory, even if you were right, because it's going to cost you too much. It's going to be too costly socially for you to win this argument. That's really a cheap way. I mean, it's a bargain basement way for someone to really shut you down when the argument without really having to make a point at all. It's just cheap. And yet, it's so easy. And the reason is, you're not appealing to somebody's logic you don't care about wait for it the truth, you just care about winning. So the heck with somebody's truth, or whether it's not accurate, there's no real debate tactic necessary other than, well, if you believe that you're just a horrible person. Meanwhile, the person who is running scared, they don't have the courage to stand up for their beliefs, perhaps because they don't even know who the hell they are. And what they believe that's another thing I'm sure you'll want to talk about is how we don't even have core belief systems anymore as humans, because of what you mentioned, before, we've lost our values. We've lost our core belief system in general, which is what I think you were getting at, but I want you to elaborate. People are just scared, they want to be liked, hence your other book the like, switch, right? They want to be liked, they want to be approved of and then if there are people holding cameras up at the time, they're asked to make their point or whatever, they look around at them and go, this could ruin my entire life for expressing this thought, therefore the lie becomes the de facto answer, because people are scared not because they're standing up for the truth. Am I onto something?



Jack Schafer 07:35

You're right. And the other thing that they use is something called the I'm sure you've heard of this my truth. So I always ask the person well, if your truth does not comport with reality, then it's not true. It's false. But they come back and say, Well, I believe it's to be true. I feel like it's true. Therefore, it is true, even though it doesn't comport with reality. So when anybody says my truth, I always get really suspect as to whether they're telling the



Scot McKay 08:04

truth or not. You know, during his campaign, we don't talk about politics on this show much but during his campaign, the objective truth is, Joe Biden made an apparent gaffe, when he said, We believe in truth over facts. If you remember that one, I looked at my wife and said, that wasn't a gaffe. He meant exactly what he said. And by right,



Jack Schafer 08:25



Jack Schafer 08:25

well, I don't know what he was thinking at the time, but certainly, it makes sense.



Scot McKay 08:28

It does make sense it kind of a Yogi Berra ish way. I mean, there's a difference between the truth and the facts, when your truth can be whatever you want, quote, unquote, your truth to be right. Right? So this is really a psychological mind game, isn't it? It isn't about truth at all the way people are acting nowadays. It's about a power grab. And well, you know, you said Insta, when it's kind of sort of this quest to be right, isn't it?



Jack Schafer 08:55

Yeah. And he and it's difficult to argue with people who have their own truth. And it's difficult to argue with people that want to be victims. And it's difficult to argue with people who give the the like the atomic bomb of instant win.



Scot McKay 09:10

So you just said something that really piqued my interest. It's hard to argue with people who are victims. Now, I have heard many times before that you can't argue with people who are being unreasonable, because they don't want to listen to reason they're going to stay unreasonable. They're going to stay the way they are. Of course, Will Rogers once famously said never argue with an idiot because they'll drag you down to his level and beat you with experience. Is that kind of what you're talking about here? Or is there a special kind of danger associated with attempting to reason or debate with someone who's affected?



Jack Schafer 09:49


Yeah, that essentially is it because how are you going to argue with the victim? I'm a victim of whatever ism there is. And, and you're right. I've actually I'm right, you're wrong, I don't have to prove that you're, you're wrong. I just have to prove I'm right. And if I say I'm the victim, and it's my truth, and I'm right, if I'm right, then you're automatically wrong.



Scot McKay 10:11

Sometimes we'll get on Twitter or Facebook and we'll traipse into the wrong echo chamber jack, and we'll encounter someone who just has a preposterous belief on something like, everybody knows this isn't true. Everybody knows this is utterly ridiculous. And yet, if you're well, in Will Rogers vernacular, stupid enough to actually attempt a conversation there. These people have an incredible way of responding in a way that just shuts you down, and perhaps makes you even wish you weren't even born kind of like they're psychotic, or, you know, they're psychopathic. One of the devices I've seen is, everybody knows that what I'm saying is true. Why is it so hard for you to figure out, or, you know, you haven't read enough on this, or that's a very naive view, everybody believes this, except you nowadays, you're the last one.


That's kind of how it'll go. It's more of an ad hominem attack against the speaker, than any stands for anybody's truth, whether it's their own perceived truth, or what everybody else sees. It just goes into the area of logical fallacy at the lowest level quickly. And yet people cease and desist, when they're reasonable, rational, and dare I say, people who aren't trying to get into a fight over simply getting the truth out there? Can you give us some more examples of how people proffer lies and get away with it at the expense of people who are really trying to get the truth out there? What have you seen?

 Jack Schafer 11:47

Well, there's an old adage with propaganda. If you say something, three times, people have a tendency to believe you, whether it's true or not. So what a lot of these people do is, for example, cops are bad people, if you say that enough, that people have a tendency to believe cops are bad people. And once you get that notion that cops are bad people that forms a primacy effect, and what primacy does, it changes the way you perceive reality, it doesn't change reality. But everything that you see now is filtered through that. That notion that cops are bad. So no matter what I say to you, I say not every cop is bad, that's not true. Cops are bad. And they perceive that what I said in a different way through their primacy filter. And that's how it's difficult to get people to understand your point of view, because they have already built a primacy. And that's a way to protect themselves against being wrong.

 Scot McKay 12:54

All right, let's go here. Let's talk about some recent world events, where something happened, and the truth about what happened, has gained mass perception, based on how it was talked about, I can think of several examples, but I don't want to lead you on. I'll give


 Jack Schafer 13:12

you a prime example. And that was the Ferguson issue. Hands up, don't shoot. Then, the press said Hands up, don't shoot he had his hands raised. And the police just shot him for no reason. And the press repeated it and repeated and repeated it, repeated it again. And then all of a sudden, that now becomes perceived truth. And that becomes a primacy of filter through which people see things. But if you actually go to the grand jury testimony, that's not true. It's false. So that whole movement was based on something that wasn't true. So that's how press can set a primacy to make people see reality the way they want them to see reality, not what is actual reality.

 Scot McKay 13:58

So you were talking about police. Let's talk about that example, briefly, at the expense of well, you know, it's funny, because I'm sitting here talking about this with you. And I'm thinking to myself, how is my audience going to respond all this because of the primacy effect? bunch of guys listen to this. I've already formed their truth based on what people have said, I've had conversations with people. And I'll tell you, Jack, I avoid these conversations. I just want to make friends and influence people positively. I don't want to get into this. I don't want to grab

points of people on this. But it's amazing how many people only get their news from one source and that's the source that makes them feel safe and comfortable. You know, that source is their comfort familiarity zone. And you look at this topic of police. And you had this unfortunate situation in Memphis recently when we're recording this, where four police officers killed an unarmed man. The four police officers were African American as was the guy they shot but somehow this is still because of white people and racism. And cops are still bad and it is a culture that white people built, and therefore these guys have just bought into it. First of all, that's learned helplessness that smacks of victimhood from top to bottom. But then you look at January 6, and there are still people out there saying that the rioters killed five people that day, which is objectively false. And no one wants to talk about how a police officer killed an unarmed woman during that event. That's what happened. And yet it just gets so partisan, then what happens depending on the news source that you tend to watch, right, and very, very few people will watch a both Fox News and MSNBC. The primacy, as you called it, get set that you know, these people on January 6, were trying to come in an insurrection against the whole country, they were all armed. And this guy who shot an unarmed woman was a hero. And you kind of raise your hand and go, I thought we didn't like the police. And then someone goes, Oh, no, this is different. Because it fits a political narrative. And where I'm going with this, Jack, because it seems like everything has turned political people will take any cause they agree with any cause that's important to him. And I'm talking about race. I'm talking about class, I'm talking about the rights to parent their own children. And their will sacrifice it on the altar of politics. And I'm wondering, how did we get to the point where politics was our new religion to the point where we'll literally sacrifice all for it? What happened? Where do you disagree with me? I mean, well, we're


 Jack Schafer 16:37

at a point now with what I call institutional know, if one side if the Democrats put forth something that would benefit all of America, the Republicans will instantly say no, if the Republicans put some policy forward, that will benefit all Americans, no matter what it is, the Democrats will say no. And once we have ourselves locked into these institutional, no positions, it's difficult now for a Democrat to say, I agree with a Republican and that policy he recommended is good for the whole country. Now, that Democrat who stepped out of the group is now considered a pariah. He's a traitor. And he doesn't belong with the Democrats anymore. So that keeps everybody in line on both sides institutional No. And the only victims now are going to be Americans who aren't getting anything done to help with the crime and, and all the other social issues we have.

 Scot McKay 17:39

Well, there are great examples there. A guy like Mitt Romney, was the Republican presidential candidate, less than half a generation ago. And he's now a pariah to Republicans, because he's a little more moderate. You look at Joe Manchin, who was widely blamed for disrupting the entire Democratic agenda not so long ago on multiple fronts, but he is really more of a Democrat and Republican people like, Well, why don't you just become a Republican, which, by the way, is basically what Kyrsten Sinema from Arizona ended up doing. She basically fell for it. But just because someone is an independent thinker, and, you know, oh, my gosh, God forbid, tries to represent the interest of his actual constituents, as Joe Manchin does, certainly when he talks about coal and things that are going on in West Virginia, where he's from, he's just


crucified for it. And it really is a mess. And yet, even though people see this, they see through it. You know, Kevin McCarthy needs however many votes to become house speaker. People see that, hey, you know, that's probably not a bad thing. Because it means that you know, we were really hashing out what we really believe around here. Does he fit it, does he not? Meanwhile, the Democrats really Hahaha You all don't subscribe to a common platform of Republican groupthink, therefore, you people are all stupid. When the reality the truth, as it were, is that was actually I don't, I think, a good sign for our government. But people are just told what to believe. And we follow the like sheep, what happened to critical thinking Jack?

 Jack Schafer 19:21

Welch, I think it started back in grade school with a bunch of students and they don't teach critical thinking. They can't think through things. But there's they certainly know how to get along with somebody and they know all the rules and policies of walk, topia, and how to get along with people not offend people, but they don't know how to critically think themselves. And so they rely on the government or a political organization to show them what to do. And if they don't do that, then they're going to be outcasts. People don't want to be outcasts, so they just follow along, and it's easier not to criticize We think, because when you critically think in today's world, you're going to suffer from a lot of anxiety. People don't want anxiety. So in order to avoid anxiety, you just think what the group thinks. And then you don't have anxiety.

 Scot McKay 20:13


I'm going to ask the most dangerous question I've probably asked on this show in a couple years. And you're the guide, ask it to, should we just stop thinking critically? Jack? Is it not worth it? Shall we just fall in line?

 Jack Schafer 20:25

No, absolutely not. We have to critically think because then we're going to be led in directions that people don't realize the roads are going down. And and I recently came back from a trip overseas to a third world country. And I wish people could understand that the people in that third world country I've visited, they weren't worried about what gender to pick out of 87 available genders to them. They weren't worried about pronouns to us, they were worried about getting food. So they don't suffer from all these problems. And I think what we're doing is we have too much time on our hands. And we were looking, we have no problems in America, we find problems in America, just give us something to do. And then we try to fix America by destroying it and rebuilding it. And that sounds like a lot like communism. First of all, I

 Scot McKay 21:16

have to ask you where you went, Argentina, Argentina, now Argentina is relatively developed, compared to some other countries in the world. And yet that perception was still right there for the taking when he visited Argentina. Argentina, by the way,


 Jack Schafer 21:33

yeah, absolutely. There's there a strong left this country? Yeah. And there's two classes, the rich and the very poor. Yeah, yeah, for sure. So what we need to do is, the best way to get to the truth is let everybody argue, and then come to some kind of agreement. And the other thing I talk about is safe spaces. The big thing and universities now is we have to have safe spaces for our students. But if you think about it, a safe space by the university standard is not really safe. Because if you say anything that doesn't comport with Wolf topia views, then you get sanctioned. It's not safe. It's only safe if you don't say anything. So the real safe environment like I tell my students in my classroom, it's a safe environment, because you can say whatever you want, without fear of repercussions, or retribution or anything you say what you want, you just defend it. And that's a safe space because you can say what you want without fear of, of being in cancelled. So safe spaces in wall topia are not safe spaces. They're just muzzles to put on people.

 Scot McKay 22:43

Yeah, agreed. You know, most of the people listening to this particular episode are in developed countries. And I think a lot of us when we really do put our thinking caps on, we realize, yeah, you know, we're looking for ways to complain, it seems like the most blessed people in the world are the ones who complain the most. So when people want to start a fight, when people are bored, like you said, when people have solved a lot of their problems, they go and invent new ones. And D we talked about on the show how when there's a cause, and it's a legitimate cause, and they end up well, largely achieving what they were fighting to achieve, everybody's got to still stay on the payroll. So we've got to come up with new and interesting ways to complain about that, who we've always complained about. The key example there, of course, is hardcore feminism. Now that women are pretty much the majority and higher institutions of learning. They're largely getting paid as much as men are. And even some feminists are saying this because women don't negotiate as hard as men up front to get paid as much. When it's really hard to say women are being pushed down and not able to vote or whatever. You got to invent new and interesting and creative ways why men are keeping women down. And meanwhile, in the woke, topia universe as you're calling it, we as men are playing Mr. Nice Guy, and saying, Well, we don't want to offend the women, because we don't want to be called toxic, et cetera, et cetera, all that's been played on the show before. And yet, you know, like you said, so astutely, if you're in a country where you know you're getting shot at, or you don't have any clean water, or you don't know where your next meal is coming from, and nobody got time for that, you know, you've got real issues to deal with. And yet, I've gone to Argentina, I've gone to places where, you know, there's very real poverty and it seems like people complain less, the kids even laugh more, and the adults are just going about their business trying to live life. It's like, you know, life is hard, and then you die and we're going to make the best of it while we're here. Meanwhile, over here, jackets like people don't even need God anymore. They don't need a core belief system. They don't need a higher power because in the First world's, we pretty much think we can save ourselves. I mean, I heard someone who was a man of faith talk about that. And it really got my attention. I mean, we feel saved already, we feel like we're in charge, we feel like we have the power, you know, who needs a higher power when we got this ourselves. So with all that in mind, here we are men trying to get along with women. I hear stories, Jack about guys going out on dates with women. I hear stories from guys who are married to women for several years jack, and they don't even know who this other person is. I mean, try to get the truth out of someone try to get them to act like who they really are trying to get them to be just a little bit vulnerable in the best way possible. And you're gonna hit a


brick wall, and that turns into the second date that turns into a relationship. And that turns into two people who are married who don't even know each other. How do we break through from that, and get to a point where we trust ourselves, and maybe even trust the other gender enough to start being more open and communicative? And dare I say truthful with each other?

 Jack Schafer 26:09

Well, yeah, I'm gonna go back to a point you made God should be the center of our lives should be the center of our relationships, we should rely on God for all our needs. We don't do that. Because in America, because we do think we can save ourselves. In the third world, they need God, they rely on God to provide for them every day. So they have a stronger relationship. God represents the truth. And if we can rely on God, then we are not insecure as we should be, because we can rely on his promises, we can rely on our faith to get us through. So we can be more open, because we're not working for other people. We're not working for our social platform fame, we're working for God. And when you work for God, you don't have to worry about what other people

 Scot McKay 26:57

think. Because you have a core belief system. That's foundational.

 Jack Schafer 27:00

Yes. And that's, that's what I would say would be the ground truth. And we've deviated from that before in when I was younger, we knew what right and wrong was. In today's world, young people don't know what's right or what's wrong, because everything is right in their own eyes. Or if they're told it's right. Yeah. And if anybody disagrees, then they're the pariahs.

 Scot McKay 27:23

Right. So here, we have a man and a woman who are meeting each other. What are some practical steps we as men can do to lead so that well, to kind of go along with the title of your book, Jack, we can detect the truth we can be truth detectors. Because I guess the reason I'm asking that is, it's a well established plan of action around here that men lead. Our job is to make women feel safe and secure in our presence. That's what masculinity does. And that's what turns on women. So it seems to me Jack, that it's up to us to lead with truth, lead with that vulnerability in the best way possible, and see what happens. yet. I think a lot of guys are trying to fake their way through dates, trying to fake their way into a woman's pants. Certainly, that's what the POA movement was largely about back in the day. What's the antidote to that? What's the solution? What do we do give us some practical steps.

 Jack Schafer 28:16

Now for us, number one, the reason we don't want to expose ourselves because we feel vulnerable, for some reason, we're bad way, in a bad way. So it takes a while to learn this and a little experience. Because once you expose yourself and say, Hey, I have this flaw, this

little experience. Because once you expose yourself and say, hey, I have this flaw, this vulnerability. And then you find out that she's nothing happened, the sun came up in East, it's set in the West, my parents still love me, my friends still love me. Everybody loves me, and I still may have this flaw and nobody cares. And I got the second day. Yes, right? Well, then the other thing you have to do is be empathetic towards the other person. And you can use, I have, you know how to construct an empathic statement. And that is, what you want to do is you want to take what that person said, does, or feels, and you want to use parallel language, and you want to mirror that back to that person. And so it accomplishes several things. Empathic statements build rapport very quickly. It encourages conversation from people. And it also gives shy people a way to continue a conversation because the focus is always going to be the person you're with, not you. Because most people think the world revolves around them. And if one person can tell the other person No, I think the world revolves around you, that other person is going to be flattered. They're going to feel good about themselves, because the person recognize that they have value. And the golden rule of friendship is if I can make the other person feel good about themselves, they're gonna like me. So our goal is not to talk About Us, but to talk about the other person. And the way you construct an empathic statement is basically you start out with so you and then feel this way or so you are tired. So you're, you like this. And you just add what that person said, and feed it back to them. And that gives them that sense that, yeah, that person actually thinks and is concerned about my well being,



Scot McKay 30:23

which makes them like you. Yes, you flip that light switch. Yeah.



Jack Schafer 30:28


And what you got to do is just, it's not about you, it's about the other person. And if you get that other person to like you, then coincidentally, guess what they want to do things for you voluntarily, they want to help you and, and when you're in a close relationship, what the goal of that relationship is for one person to protect the other person in public? Certainly, you know, so if my wife know, and she knows all my flaws and vulnerabilities, but what she does is she protects me in public, she says, No, we're going to protect this, because it's ours. And then I see all the vulnerabilities and flaws in her, and I protect her. So together, they form like a mutual protection society have to so we protect each other's vulnerabilities, if that makes sense.



Scot McKay 31:18

Yeah, it makes sense. You know, a lot of times around here, we talked about men, protecting women, being the providers and protectors. And I think that has a lot to do with the whole hedge of protection around the family around what's physically ours, we're bigger, stronger, we're better with firearms, whatever that means, so that the woman feels literally safe. But I love what you just mentioned about, first of all, the law of reciprocation, which is when we do nice things for normal people who aren't broken and psychopathic, though, tend to want to be nice back to us. Also love what you said about how when you make other people feel good, they like you. Because to me, that's the definition of being cool guy is making other people feel cool. And it's very elusive for a lot of douchey. Guys, they just don't ever get it. They're knuckleheads. So when your wife is protecting you, it's not like she's standing up and beating

up a bunch of thugs on your behalf. You can handle yourself there. She's handling your reputation. She's standing by her man, she's refreshing your batteries, when you need it. When you're exhausted, she'll step up. She's not going to embarrass you in public, she's not going to publicly insult you. She's not going to try to sell your balls off. And emasculate you for fun. That's what women do to make us feel safe and comfortable. And we as men know that, Jack. I mean, all these women who date a guy for two years, and when are you going to put a ring on my finger and they pressure him? The reason why he doesn't want to marry her is because he doesn't trust her. She does things like publicly embarrassed and more flirt with the waiter. And he's thinking like, Well, yeah, I could. I think there's something more out there that feels better in a relationship setting than what I've got going on here. But you know, because he's getting laid, he doesn't actively go pursue it. So it's kind of like a dog chasing its tail. But indeed, Jack, you know, guys go out on their dates, and they brag about their new BMW and their fishing boat. Although if it's a fishing boat, they're probably bragging about their new Duramax pickup truck, too, right? I am in Texas, by the way. And then they spend the next half hour telling the woman she's wrong about everything and make her feel stupid. And then they wonder why they don't get second dates. Well, this isn't making people like you. This isn't making people want to tell you the truth. This is making people want to be vulnerable, because vulnerability is about truth, isn't it? Let's get down to the brass tacks here, right? And people are just going to clam up when they don't like you, and when they don't feel safe and comfortable around you. So I think that's great advice. How about in the workplace with our bosses and our social circles? How can we be the ones who risk enough to think critically? And how can we? I don't know, change our world one person at a time? I mean, is it gonna work?


 Jack Schafer 33:55

Yeah, I think it will. Because here's what people typically do. They're working for a boss, they see something that's wrong. And then they'll confront the boss and say, hey, you need to do this, you need to do that you're wrong. You're this, you're that. When you say that? I have a better way. You're actually telling your boss what you've been doing for the last what? 510 years is wrong, you are no good as a person, you will get defensive, you have bad judgment. So a better way to approach people is to say, boss, I'd like your advice on something. And so what happens when you say that your boss says, Of course you want my advice? Because I'm the boss. And you're raising that person's esteem up. So then you provide I'd like your your advice. We're doing it this way. And I was thinking maybe if we introduced this new step in the process that we could cut costs and improve efficiency. I mean, what do you think about that boss? It's a whole lot better than us trying to Trump in our ourself in make the boss Belbin,

 Scot McKay 35:00

talk to me about this phenomenon of everybody being so comfortable with the lie. For example, I mean, to the point where one of the political sides in our country talks about the big lie being committed by the other side. And if you go back to the history of the big lie, it was propagated by Adolf Hitler. And it is well documented that it was accusing the other side of doing what he was doing, just to mix people's heads up and brainwash them. And it's history repeating itself, yet people are like, oh, yeah, right. Why are people more comfortable with the lie than the truth nowadays? Well, number one,



 Jack Schafer 35:42

in order to face the truth, you have to take that walk TOPIK mask off you and see reality. And then if your identity is, is wrapped up in the world culture, then what do you have? If you take that walk mask off? What do you have, you have nothing, you don't have an identity. So it's always safer, to have that identity and keep it even if it's if it's not a good identity. And it always makes you feel better, because now you're putting your your target below you. So the big lie says, I'm better than you are, is what they're saying. And that helps my self esteem, and then helps confirm what I think is true. It's called confirmation bias. Sure. So that's what we're looking at their people don't want to say they're wrong. They don't want to say what I've been thinking all these years is wrong, and I should readjust my thinking. It's better to say, I agree with the lie, because then I don't have to face that anxiety, of looking at the truth. And it makes me feel good to begin with, because I'm better than you. Yeah, that's

 Scot McKay 36:51

fascinating. Because see, that community, that feeling of being part of something bigger, supersedes the truth. Yes, I get ostracized, I get shunned. If I stand up and say, Hey, wait a minute, the emperor has no clothes. Now. So here's what I think happened. I think, probably as far back as the 60s, people started sowing the seeds of this and they got the naive people on board people who believe anything, kind of the cult builders. Hey, I'll give you this. Kind of like remembering a scene from Slumdog Millionaire, where the guy's manipulating children in India to joining his little cartel kids who go out and make money for him begging all day. And he loves the men with a Coca Cola. You know what I mean? Yeah, or the Sandinista government got into power. You know, I learned this when I visited Nicaragua, because Daniel Ortega promised everybody 30 bucks if they vote for him. 30 bucks. I mean, talk about history repeating itself. Joe Biden gets into office because he promises people 1500 bucks. You know what I mean? I mean, it's just people are Wow. I mean, it's just the nature of human psychology is we are so easily manipulated. And we actually like it sometimes. So you get all the naive people on board, when you have enough naive people on board, and you gain some momentum with this lie that you would like to perpetuate and change society with, then all the scared people start falling in line, because they don't want to be ostracized, they don't want to be kicked out of the group, they want to be part of the cool kids. They don't want to be canceled, you know. And when that gets enough momentum, you realize, hey, this is great. I got a huge, massive percentage of the population, as it turns out, who were either naive or scared. So you got, I don't know, 5% of the people left who are bold enough to be independent critical thinkers. And they stand up and go, Hey, wait a minute. You know what the emperor has no clothes here indeed. And meanwhile, the other 95% Cuz shout them down just because of sheer force of numbers. The size of the population, us versus them, they go, Well, they're weirdos. They're creepy people. They're just wrong. They're stupid. They're the guy standing on the corner of the park holding up a picket sign by himself saying the end of the world is near so we can just ignore them at best or vilify them at worst. And then the lie became the truth. Because the frog got boiled. Basically, you know what I mean?

 Jack Schafer 39:25

Yeah, that's a good description, for General, General way that people have gone from zero to 60.



Scot McKay 39:33

Yeah, it was like not in 3.4 seconds. Like a Tesla was more like 34.5 years. We went from zero to 60. Yeah,



Jack Schafer 39:42

like I say, you just don't get up to 60 it takes you have to go through the long tedious process of getting there.



Scot McKay 39:49

Yeah, yeah. It's really weird when you look back in retrospect, because of course, what people say is, oh, yeah, 40 years ago, people were really not evolved. We were all Neanderthal's back then we didn't have any real truth, the real truth is what we're talking about now. And man, it really, really works. You know, the corollary, in the individual dating world between a man and a woman, is this phenomenon where you get on online dating, and people list their number one deal breaker, as you know what Elon Musk is called the current thing. We've talked about it on the show, Jack, six years ago, if you voted for Donald Trump don't bother. Right? Then it became if you don't think Black Lives Matter, don't bother, of course, who doesn't think Black Lives Matter? I mean, it's just in terms of the vernacular, it becomes this way of talking about something that nobody can argue with. And then the agenda comes loaded behind it, right? We see this all the time, then it became if you didn't take the vaccine, don't bother. If you did take the vaccine, don't bother. If you don't support Ukraine, don't bother, if you and then the current thing is like, I guess if you don't believe in UFOs, don't bother. And all I have to say to all those people is my goodness, how did you evaluate who you are going to find acceptable to date, and who not before there was a vaccine shot or before there was Donald Trump? And it just really speaks to the power of this groupthink mentality. And I'm not sure if that's really about truth or lack of truth, as much as it is. People being told what to believe as if it's true regardless, and then falling in line. And then Jack people goes to public with it, they'll be so proud of it. And they're not being smart. They're not being the adults in the room. How do you recover from that? If someone has gotten a wake up call from this podcast? Although I think most of these guys are already critical thinkers, that's our audience. But just for the sake of closure here, if someone's been issued a wake up call by this show, where do you go from here? How do you flip that switch, as you'd like to say?



Jack Schafer 41:59

Well, would the first thing you have to do is recognize that the woke agenda is probably not the best agenda to continue should go on. So you have to recognize the problem, be able to articulate the problem exist. And then you have to find ways to find your own path through critical thinking. In other words, go to a lot of sources, and then make your own mind up, whether it's the you know, the right path or not the right path. But the first thing I think, is recognizing that there is a problem.



Scot McKay 42:20



Scot McKay 42:50

I think that's great advice, what I would add to that is start going to new sources you don't agree with and just read it, and read it with out a jaundiced eye if you possibly can. I know that's impossible to fully embrace psychologically. But give it a shot. And then also the next time you go to a news source you do agree with try to find something you don't agree with. Try to look for the biases and the logical fallacies even that the side you agree with this propagating that is a huge eye opener. The next thing is to really actively listen, try to understand what people are telling you. You know, what did Stephen Covey say back in the day, right, and Seven Habits of Highly Effective People seek first to understand before you seek to be understood, man, if more people would do that we would all be so much smarter. And then, you know, here's the kicker, as a man, be honest with yourself first, stop lying to yourself. I mean, that just sounds huge to me. What do you really believe? I mean, get down to your religious belief, just because you were raised a certain way. Does that mean you really believe it? Are you going along with something simply because it's either politically expedient, or because you're trying to impress someone or be part of a crowd because you think they're cool. If you can stand up for what you really believe, then two things are gonna happen. First of all, your self esteem is going to improve, because you're going to know who the hell you are. And you're going to like yourself, right? Second of all, and I think this is the microp Jack, you're going to love the women, you start attracting because you're going to get along with them so much better. When you're an independent thinker. When you think critically, when you're honest, you're gonna find women who are the critical thinkers and who are honest with themselves, and are freely and openly like you and willing and able to get along with you too. That's what I think. And I hope and trust that this podcast episode has been meaningful to a lot of the guys who listen and Jack man, as always, you're just a genius on all this stuff. And thank you so much for joining us again today. All right, you're welcome. Yeah, and I want to point these guys to your new book called The Truth detector, and ex FBI agents guide to getting people to reveal the truth. And when you go to mountaintop podcast.com front slash truth, you'll find that book and Jack, what are some of the key chapters in that book that maybe we didn't have time to get to today?



Jack Schafer 45:04

Well, I think there's a, there's 16 techniques you can use that predispose people to tell you the truth without them knowing that they're revealing sensitive information. And those are the chapters you should pay particular attention to. It's a psychological formula that predisposes people to talk to you in a truthful manner.



Scot McKay 45:26

God, that's amazing. Can you give us one example? Because I mean, that seemed like that came out of left field.



Jack Schafer 45:30

Yeah, the there's a psychological principle that people have a need to correct others. So it's an overwhelming powerful need to correct others. So if I present a, what I call a presumptive to somebody, and a presumptive is nothing more than a statement that can either be true or

false. So if I say you're from I think you said you were from Nevada, right?



Scot McKay 45:53

And I would answer no, actually, I'm from Texas. Ah,



Jack Schafer 45:56

so what did I do? I throw out a presumptive, and you corrected it. I mean, although this is negotiated here, but you corrected it, and most people have that need to correct. So if you want to know something about somebody, you just say, so you have, so you must have a lot of debt. And they're either going to say no, I don't have any debt because I pay off my bills, and they'll give you a long explanation. Or they'll say, Yes, I do have a lot of debt, and they'll give you a explanation. And those explanations tell you a lot about that person, and they don't realize what they're giving you.



Scot McKay 46:26

That's fantastic. That's really smart. One of the things that came to mind when you said that is if you suspect that your lover is cheating, simply drop on the table. You know what I think you're cheating. And then they'll respond, I am not cheating. Go ahead and change the subject. Say, all right, well, let's just continue cooking dinner again. And if they aren't cheating, they'll be happy to change the subject because the pressures off. But if they're not cheating, they're gonna go no, no, no, no, hold on a second here. Where did you come up with that? That came out of nowhere, I want to know why you think I'm cheating. And we can get down to the bottom of it. And it just seems to me like that's really a good way to psychologically assess where the other person is.



Jack Schafer 47:06

Now, there is a better way, there's a better way, and it's called the third person perspective. If I want to find out if you're cheating on me, if I ask you a direct question, Are you cheating on me? You're gonna go to social norms. social norm says no, of course, I'm not cheating on you. So but that's not really what people are thinking in their heart only what society tells them the proper answer is, what you want to do is, say, a friend of mine from work his wife, he caught cheating on him. And what's your take on that? And so now, if you're talking about a third party, they talk about what's in their hearts. So they'll say, Well, maybe they're having problems, maybe the she doesn't get along with him. Maybe this what you want to hear is cheating is wrong? No, under all circumstances. It's like you ask your kid to smoke marijuana course he's gonna say no. But you want to say, hey, a friend of mine from work found out that his kid got caught smoking marijuana at school, but you want to hear is smoking marijuana is bad. What you don't want to hear is he shouldn't have brought it to school. He shouldn't be. It's only marijuana dad. And those are all indicators that the kids probably smoking marijuana, but he doesn't realize what he's given you that information.



Scot McKay 48:28

So in other words, if you, I'm gonna use the only word I know how to use here, which is confront your wife with this idea that your buddy caught his by cheating, what she's gonna say if she's likely to be a cheater is something to the effect of, for example, wow, you know, maybe he wasn't giving her enough attention. Or maybe this guy seduced her to the point where she just was human and weak, and these things happen, then she would be a cheater.



Jack Schafer 48:53

The likelihood is, you can't say for sure. 100%. But there's a strong likelihood that she is open to cheating. If she hasn't cheated already. That's fascinating.



Scot McKay 49:02

And see, these are the kind of objective tactics that someone who worked for the FBI would know by heart. So man, yeah, guys, go get yourself a copy of this book, The Truth detector, it's on Amazon, of course. In fact, not only can you go to mountaintop podcast.com front slash truth and grab a copy, I will put it and the light switch both back at the top of my Amazon influencer queue, which is really just a douchey way of saying it's a dedicated Amazon storefront for the mountaintop podcast. You can find all the books from every guest we've ever had on who's an author and has a book on Amazon up there. And my custom is to put the most recent guest books up there at the top. And right now if you're listening to this, you know, within a week or so, of when this show came out, which most of you will, you'll find Jack Shaffers books, the light switch and the truth detector up there at the top, Jack Shafer, man Great conversation. We could talk about this for hours. It's such a deep, deep topic, but yeah, you're really the man. And once again, thanks for coming on. All right, you're welcome. Yeah. And gentlemen, please also be sure to visit mountaintop podcast.com Visit our sponsors, Jocko willings, company origin and main key port, and heroes soap. All three of those sponsors have products that will make you feel more like a man you can use the coupon code mountain 10 to get 10% off at checkout with each of our three longtime sponsors. Gentlemen, if you haven't checked out our master classes for men, we do one every month every topic is one that's in high demand and we cover it fully leaving nothing on the table. When you go to mountaintop podcast dot conference slash masterclass. You can not only check in with this month's masterclass, but get your hands on previous month's masterclasses as well they're all there for you and every one of the download areas for each respective masterclass is fully loaded for you. It's immediate gratification and it's all there for you at Mountain Top podcast.com front slash masterclass and until I talk to you again real soon this is Scott McKay from x&y communications in San Antonio Texas be good out there



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