



# JIM HARSHAW JR

*Revealing Failure as the Path to Success*

## **Success Through Failure Podcast**

Action Plan Episode #102

Dave Kerpen

Today I bring you Dave Kerpen. Dave is a NY Times Bestselling author of 3 books, an international keynote speaker, and the #1 LinkedIn Influencer of all time in page views, ahead of Bill Gates, Jack Welch, Mark Cuban, and Barack Obama. Dave has been named one of Entrepreneur's top 10 up and coming leaders and has been featured on CNBC, BBC, ABC World News Tonight, the CBS Early Show and the New York Times. He's also keynoted at dozens of conferences across the globe in places like Singapore, Athens, Dubai, San Francisco and Mexico City. Among other things, we're going to talk today about his latest NYT bestselling book *The Art of People*.

### **Quotes**

"I have moments of failure every single day. Any day that I don't fail is a day I'm not taking any chances and the day I'm not moving myself forward."

"People really don't want advice pretty much ever. Even when they ask for advice, they don't want advice. What they want is to feel heard."

### **About Entrepreneurship**

"Ultimately, it's really about entrepreneurial thinking. It's about creativity, problem-solving, thinking out of the box and persistence to get something done."

## **About How Everybody's a 'Salesperson'**

"We're all salespeople to the extent that we all need to convince people of things and to get people to buy things from us, even when we're not traditional salespeople. Every time you ask a girl or a guy out on a date, you are selling them. And every time you have an idea for something, you need to sell people on that idea, even if you're not a salesperson or entrepreneur by trait, you have to sell ideas all the time. So I think we all need to become better salespeople than we are today and that does come down to people skills, and getting people to trust you."

## **About Dave's Habits**

- 1) "I am extremely into my calendar. I make sure every minute of every day is accounted for and being used in the most important way possible.
- 2) I believe in the power of writing and reading. I spend a lot of my time reading.
- 3) I like to end every day sharing with my family. We go around the table and everyone shares their favorite moment of the day and one person they're grateful for at the table and one person outside of the table."

## **About How Contagious Emotions Are**

"Turns out we all have mirror neurons that actually mirror the attitude of the person that is speaking to us. So if you're in a good mood, you literally are going to help create a good mood in the person that you're speaking to and inversely, if you're in a bad mood, then you're going to create a bad mood."

## **Action Items**

"Write a handwritten thank-you card for somebody that's important to you and mail it."

## **Website and Social**

Website: <http://davekerpen.ceo/>

<http://www.likeable.com/>

Twitter: <https://twitter.com/DaveKerpen>

Paradise Hotel reality show: <https://www.youtube.com/watch?v=gGhq96gNCro>

### **Recommended Books**

<https://www.amazon.com/Dave-Kerpen/e/B004S4EVRW>

### **Episode Referenced**

Larry Hagner: <http://jimharshawjr.com/46/>