



JIM HARSHAW JR

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #134

Matt Phillips

Today I bring you, Matt Phillips. Matt Phillips is a speaker, author, and high performance coach. He helps business leaders, athletes, trainers, and coaches develop their mental toughness so they consistently perform their best, day after day and year after year.

A former professional baseball player in Austria's Bundesliga (first league) and Division I baseball player in the United States, Matt discovered that peak performance requires a dominant "inner game". Using his Mental Toughness approach, Matt teaches people how to systematically build their confidence, drive, determination and perseverance so they can take their game to the next level.

Quotes

"When we face adversities, those transitions that happen, whether we get them rolling or they just happen to us, we go through these identity crises and that's where our mindset is tested."

"The body feeds the mind and the mind feeds the body."

"A lot of Presidents of the United States will have five suits that they wear. It's just the same outfit repeated over and over again. They don't want to waste brain power on thinking of what to wear when they have so many other things going on."

About Mental Toughness

The way I define and the way I talk about mental toughness is that we are building a muscle. We're building our mental muscle and it's no different than going to the gym and saying I want bigger biceps or I want bigger quads or something like that. You have to lift weights to make that happen. You've got to work out the muscle. The same thing is true of our brain. We have to consistently work it out. And that's where the consistency comes in and that's a cross every area of life. We have to be

consistent. Mental toughness, it's not some magic pill. It's not a five-hour energy that you top and 'Hey, I'm mentally tough now.' What you find over time when you integrate these techniques is what used to hold you back for five days, over time it becomes five hours, and overtime it becomes five minutes, and over time it becomes five seconds. So instead of us standing in the same place or moving backwards, now for less time we're able to move forward and go where we want to in this life."

About Analyzing Situations That Defines Us

"If you were coaching with me or I was coaching with you, if we were to ask 'Tell me about some situations in the past that has impacted you,' we all know what they are. We all have them at the forefront of our mind, those impactful, life-changing situation and circumstances. It's taking those and getting them down on paper and seeing them for what they are, writing down and reflecting what was so unique about those situations. What went on, who was there, what did people say to you, what did you see, what did you think. Getting it down on paper, then it becomes a data point for people. What I find, especially for business people is it's all driven off of data. We're constantly talking about analytics and measuring things. Yet for our personal lives, the things that have impacted us, we don't often take the time to get it down on paper. Data has to be physical. But to take this journaling approach and write down what was so unique about the situation, how did it impact me, and just analyzing it and saying, 'Should it have impacted me that way?' Maybe the answer is yes, or no, but taking that additional step and saying 'How do I want this to define me? What do I need to learn from this?' and positively spin it in a way where I can impact others by thinking about this a little differently."

About the Relation of Balance and a Fulfilling Life

"There's a lot of focus on business and career but we often neglect fitness and nutrition, the spiritual world, the emotional side of things. So I look very holistically, how do we achieve what we were put on this earth to achieve. As cliché as that sounds, I honestly believe that we all have an opportunity to kind of utilize our God-given gifts and talents that when we are on our deathbed – hopefully many, many, many years from now – that we can look back with confidence and know that we had a great ride. We took chances, we took risks, we found out what is possible in this world."

Action Item

"I want you to get a blank piece of paper and I want you to go back through your history and write down every risk you've taken. Maybe you've moved, you've taken different jobs, asked a person on a date, maybe you got married, you took on this project, you started this business, you started this other business. Whatever it is, you will come up with a list of a ton of items where it'll show you that you've taken a risk. Sometimes you've been successful, sometimes you had failed or an opportunity for improvement – we don't really fail, do we? But it will show you that you can continue to take those risks. You can take the steps necessary to go where you want

to go. It's just about that taking that first step and leveraging. Look at the risk you've taken and take pride in that. Be confident in that and use that fuel to move you forward in the next stage."

Tool Suggested

"On your smartphone you can go find a productivity app. There's a ton out there and on my phone it's Productivity Pro. All these apps allow you to set different reminders and alerts on critical things you need to do on a daily basis. If you can take one step further than the guy next to you by ingraining consistency, then you can get ahead. These apps take away the thinking of certain activities you want to do. For example, at 6am, it'll pop up and remind me to take my vitamin C and vitamin D and all those stuff. So I don't have to think about it and remember."

Episodes Referred

David Allen: <http://jimharshawjr.com/116/>

Jared Kahmar: <http://jimharshawjr.com/125/>

John Brewbaker: <http://jimharshawjr.com/41/>

Ken Lubin: <http://jimharshawjr.com/42/>

Recommended Books

Spark: The Revolutionary New Science of Exercise and the Brain by John J. Ratey:
<https://www.amazon.com/Spark-Revolutionary-Science-Exercise-Brain/dp/0316113514>

Letters from a Stoic by Lucius Annaeus Seneca:

<https://www.amazon.com/Letters-Penguin-Classics-Lucius-Annaeus/dp/0140442103>

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