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You Can't Get Pinned When You're on Top

Wrestling with Greatness Podcast

Action Plan Episode #14

with Dr. Isaiah Hankel

Dr. Isaiah Hankel will tell you that, long ago, he started out as a sheep farmer. Now he's a got his doctorate in Anatomy and Cell Biology and has presented at schools including Harvard, Stanford, Cambridge and Oxford. He's an author and business coach who has formed three multi-national businesses and recently written a book called *Black Hole Focus- How Intelligent People Can Create a Powerful Purpose for Their Lives*. He has been featured in Entrepreneur Magazine and Fast Company magazine.

Isaiah grew up near Spokane, WA where he wrestled for East Valley Spokane High School. He went on to wrestle for Division I for Franklin and Marshall College in PA.

Isaiah is a huge thinker and he's someone who helps others get clear, get focused and take action to make their lives better. In this interview he offered some powerful ways to think about being successful and how to go about reaching your goals.

About lessons learned from wrestling:

- "In wrestling you fail a lot. And the people who get the most comfortable with failure and the most comfortable with uncertainty and the most comfortable with pain," are more likely to succeed.
- "The first step is self-awareness. If you have a skillset in one area of your life you can apply it to other areas of your life."

How do we develop a "black hole focus" in our lives?

“It’s much more effective to be pulled forward by a strong vision than it is to be pushed forward by what I call trickle forward goal setting.”

Isaiah goes on to talk about developing a clear vision for your end goal. What will that look and feel like? That vision will act like your north star to guide you to setting your short-term goals and benchmarks. Create a big vision that will excite you and you’ll be more likely to find success.

On his website he talks about living like a lion. What does it mean to “live like a lion.”

“It comes from an old Italian proverb that says it’s better to live one day as a lion than 100 years as a sheep.”

While in grad school, Isaiah had realized that he’d lived his life based on the expectations of others rather than living the life he wanted. He says in the interview that he was afraid. This quote represents the life he’s created for himself and that he’s helped others create.

What daily habits does Isaiah have that most others aren’t willing to do.

Isaiah believes that while it’s important to manage your time, it’s more important to manage your energy. He identified the time from 9 AM-noon as his most high-energy, productive time of the day. He now blocks this off for his most important work and allows himself no distractions.

Isaiah also recommends a “relationship fast.” Relationship fasting identifying the people in your life who drain your energy the most and minimizing their impact on your life. He recommends a relationship fast ranging from between a few days to a few weeks in order to see how positive and productive you can be without their negative influence.

Book recommendations:

The 33 Strategies of War by Robert Greene