



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #202

Jim Harshaw Jr Solo- "Yeah, but..." Syndrome

Do you look at your past success and sometimes explain it away?

"Yeah, but I got lucky. I was just in the right place at the right time."

Or do you look at your hopes and dreams and explain away your ability to achieve them?

"Yeah, but I couldn't do that. I don't have the skills/money/confidence/education to achieve those dreams."

This episode is all about your "yeah, buts..." I address where these come from and your reasons for thinking the next level is not for you. Your lying to yourself has been holding you back. I expose the truth about your ability to succeed in any area of your life-- saving your marriage, losing 30 lbs, running a marathon, doubling your salary-- whatever that dream is.

Quotes

"You can't stumble into something unless you're moving forward."

"We see people's highlight reels on social media and we're comparing those to our day-to-day. People don't put their failures on social media or in their bio."

"What's your unfair advantage? Make use of it if you have one. Or just succeed despite it."

About Explaining Away Your Success 10:37 - 11:36

I'm not saying that every time you step into fear and doubt, something life-changing will be presented to you. That's not the case. But if you do it 5, 10, 20, 50 times, if you

make a habit of it, that's how amazing things happen. Look back at your own successes in life and you can easily say, 'Yeah, but..' 'Yeah, but I got that job because I knew somebody who worked there. Yeah, but I got into that university because I was an athlete. Yeah, but my parents were rich so I had more opportunities growing up. Yeah, but I made that huge sale and I got that big account because I had a friend who worked at that company and he got me through the door.' These come from doubts. 'I was only successful because...'

About Making Excuses 12:55 - 14:18

"There are these yeah buts that hold you back and it's when you say, 'I can't be successful because...' like it's an excuse. You might say, 'Yeah, but my parents were poor so I didn't have the same opportunities. Yeah, but my parents were rich so I never developed the grit and work ethic I need. Yeah but I tried once before and I failed.' Everyone can have a 'Yeah, but..' It can be an excuse, or explaining away your success. Abraham Lincoln was a great leader. He could have said, 'Yeah, but I failed seven times running for office. Yeah, but I had a nervous breakdown. I'm certainly not qualified to lead. Yeah, but I was born in a one-room log cabin. Yeah, but I was poor. Yeah, but my mother died when I was nine. Yeah, but I just happened to be president at a critical point in history.' You can do that all day long. Forget about the yeah buts."

About Handling Your Doubts 16:10 - 16:39

"Bruce Lee used to do this with his doubts; he would write it down on a piece of paper. So visualize whatever your yeah but is, whatever excuse you're using to explain away your success. Close your eyes and visualize yourself writing it down on a piece of paper, crumpling that up, and lighting it up so it's gone forever."

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