



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #210

Jim Harshaw Jr Solo- Organize Your Life...

Your to-do list will not be completed on the day you die. But I know you want to get as much done as possible so in this episode I share with you a handful of fundamental tactics that will help you get more done, be more productive and stay more focused. As a result, you'll make real progress toward your goals and position yourself for the next level of success.

Quotes

"All of this is easier if you've done the work to figure out what is truly important to you."

"Don't say there's not enough time in a day, and then you find yourself doing things that are unproductive like scrolling through social media or watching Netflix."

"Do it, delegate it, or delete it." - David Allen

"When you die, you're going to have things on your to-do list. Things are going to be undone. So don't stress out trying to get your to-do list down to zero."

"None of this works if you're not grateful with what you have in your life right now, even if it's just a glass of clean water."

About Grasping The Fundamentals 04:45 - 16:10

1. Wake up earlier. Start your day before everybody else when it's quiet and start organizing your day, your week, your month. You may think you're not a morning, but neither was I. If you start telling yourself you're not a morning out loud, you've convinced yourself. You've got to start shifting your language. 'I'm becoming a morning person.' Find something that gets you out of bed in the morning, something that you look forward to doing. If you wake up 1 hour earlier per day, by the end of

the year, you will have an additional 9 40-hour work weeks per year. If you can't do 1 hour, then try 30 minutes.

2. I use a tool called **Asana**. That's where I capture everything. I was in a Mastermind call a couple of days ago and they were talking about how to stay focused on one thing because their mind is always working. For instance, they may be on a date night with their wife and they are thinking about something at work. What I tell them is to find a means of capturing that so your mind can't let it go. David Allen says **the mind is not a storage container, it's a creative device**.

3. I use the **Nicotra** method, named after my late brother-in-law. I use this technique when for some reason, I really need to be locked in, those days where I'm tired and just dragging along. In Asana or whatever it is you use to capture your info, I'll order everything on my to-do list. You basically take everything you want to get done today. Write it down on a notebook and order them from number 1 to however many you want to get done. What I like to do is start off with two or three things that are super easy and quick so it creates momentum. And then, I take my hand, put it on the list and close my eyes. I visualize myself getting all this stuff done. I visualize getting interrupted or getting distracted but going back to the list.

About Evening and Morning Routines 17:00 - 18:50

"Commit to a routine. Identify the peak performance routine for you. A lot of times, those start the night before. It's not a matter of starting your morning routine in the morning. It starts the night before. It's setting out your workout gear, organizing your to-do list for the next day, whatever it is. I also want you to think about this. Oftentimes, what's holding us back is this friction in our lives. There's friction to getting things done. The friction is what stops us from doing the things we know we need to do. The friction might be having to gather your gym clothes to go to the gym. Well, do it the day before. One of the friction points for him in making sales calls is the call list. So, create the call list. Find what it is for you that's causing friction to getting things done. My evening routine includes preparing for my lunch the next day so I'll have a healthy lunch."

About Core Habits 19:55 - 22:50

1. Sleep

Get enough sleep. Whatever enough is for you, get it and make it happen. That might be setting your alarm on your phone so you'll stop scrolling on social media. It may be using an eye mask to block out light so my body sleeps better that way.

2. Exercise

It can be something simple like going for a walk every day, or joining the Spartan Race. Whatever that exercise is, it is a core habit.

3. Nutrition

Make little adjustments there. A lot of my clients struggle with that. Pretty much everybody does, like eating the right foods and saying no to the wrong foods.

4. Recreation

What's fun to you? What's fulfilling? Is it exercise? Is it a hobby? Is it spending time with your family? Is it going outside to the woods?

5. Productive Pause

If there is one habit of high, elite performers, this is it. The productive pause is defined as a short period of focused reflection around specific questions that leads to clarity of action and peace of mind. The goal here is to be more satisfied with our lives.

Reveal Your Path Blueprint

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