



# JIM HARSHAW JR

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## *Revealing Failure as the Path to Success*

### **Wrestling with Success Podcast**

Action Plan Episode #65

Dale Richardson

Dale is a speaker, coach and leadership trainer with the John Maxwell team. Yes, that John Maxwell- the leadership author, speaker and guru. Dale graduated magna cum laude from Morgan State University and holds a law degree from one of the top law schools in the country- University of Virginia. He's also the host of the Live The Goals podcast, a show dedicated to helping you set and reach goals that matter. He was also an athlete, having wrestled in high school.

#### **Quotes:**

"You have to give people space to try and to fail."

"I try and I try and I try. And because I try so much, I know I'm going to fail."

#### **3 of Dale's Favorite Laws of John Maxwell Coaching**

Law of the Lid: Your ability to lead others is capped at your lid. You're only going to be able to lead people with a lower lid level than you.

Law of Process: Having a plan and steps that you do. You don't win the game in one day. You win the game by what you do on a daily basis. Incremental, exponential success.

Law of Sacrifice: You've got to choose to do something. We have a choice and we have a decision to make. You've got to sacrifice something. The higher you get up in leadership, the more you have to sacrifice.

#### **MAPP Method: Dale's process for helping people with goal setting**

Mindset: Affirmations, positive self-talk, etc

Method: Nothing happens without action.

Plan: Research should go into developing your plan.

Purpose and Passion: When you hit obstacles, if you don't have a clearly defined vision for your purpose and passion, then it's really easy to walk away from what you're shooting for.

### **Book recommendations**

21 Irrefutable Laws of Leadership by John Maxwell

Think and Grow Rich by Napoleon Hill

Outwitting the Devil by Napoleon Hill

### **Websites and Social:**

<http://livethegoals.com/>

<https://twitter.com/livethegoals>