



# JIM HARSHAW JR

*Revealing Failure as the Path to Success*

## **Wrestling with Success Podcast**

Action Plan Episode #67

Steve Garland

A master motivator and speaker, Steve Garland has traveled the country telling his story and inspiring audiences. Steve's childhood was layered with periods of instability. Bouncing back and forth between his father and his mother, Steve and his twin brother ultimately settled into the single parent lifestyle, being raised mostly by their mother. Steve has witnessed firsthand the destruction that addiction, violence and incarceration can do to a family...but the experiences weren't all bad. He believes now that it was the storms in life that have ultimately brought him to a place of purpose, peace and hope. Finding his way in life through sport and the guidance of a few key people, he ended up at the top public university in the nation, the University of Virginia, where he found himself wrestling for the national championship in front of 15,000 people and many more watching on live on ESPN. Steve is now mentoring young men as the head wrestling coach at the University of Virginia.

### **Quote:**

"Relationship is the essence of life. Relationships are the most important things in our lives."

### **Two keys to professional relationships:**

Responsiveness: When my boss asks me to do something and gives me a deadline, I have to work with a sense of urgency to honor her and to make sure that I get that done quickly. It shows that I care about my job, I care about you and I care about our relationship.

Follow-through: When you say you're going to do something, you follow it through to completion, asking the least amount of questions as possible, getting it done on your own time, in your own way so that the boss doesn't have to worry about it or even think about it. But they know and they can trust that it's going to get done and it's going to get done quickly and done well.

**Focus (one of the pillars of the University of Virginia program)**

Humility: Humility means you're going to humble yourself and admit that you don't have all of the answers. You have to understand that there are wiser, more experienced, more knowledgeable humans around you. All these people around you that care about you that can help you in ways you never thought possible. Get with those folks... Get with someone who has the wisdom that you need and get a plan in place.

Honesty: It's very easy to talk about the things you're good at. It's extremely difficult to talk about the things you suck at. One of the hardest things you can do if you really want to grow is to lock in on your action items-- your weak areas, the things in your life that need to be fixed. You have to have people in your life who are honest and love you enough to tell you the truth, to tell you where you're failing and the areas you need to fix.

**Book referenced:**

A Memo to Garcia by Elbert Hubbard

**Websites and Social:**

<http://www.virginiasports.com/sports/m-wrestl/va-m-wrestl-body.html>

<https://twitter.com/stevegarland125>

