



# JIM HARSHAW JR

*Revealing Failure as the Path to Success*

## **Success Through Failure Podcast**

Action Plan Episode #88

Peter Shankman

Today I bring you Peter Shankman. Peter is a spectacular example of what happens when you merge the power of pure creativity with Attention Deficit Hyperactivity Disorder (ADHD) and a dose of adventure, and make it work to your advantage. An author, entrepreneur and corporate keynote speaker, this "worldwide connector" is recognized for radically new ways of thinking about customer service, social media, PR, marketing, advertising, and ADHD. Peter has keynoted events for corporations ranging from startups to Fortune 100s in over twenty five countries around the world. Peter's clients include American Express, Walt Disney World, the Department of Defense and many more.

### **Peter Shankman on Failure**

If you don't fail, there's no way you can learn how to improve. I think failure is one of the best things you can do. I won't hire anyone who hasn't failed. Some of the best things I've done have come out of my failures. The only true failure is not realizing there's stuff to learn from that.

### **Peter Shankman on Entrepreneurship**

Entrepreneurship is a bitch. It's heavy duty and it will kick your ass if you let it. On the flipside, it can be the greatest thing in the world. Entrepreneurship is not easy. You want easy? Get a job. You'll get a paycheck. You'll get health insurance. You'll be happy. Entrepreneurs? The chips are stacked against you from the second you decide you want to be one. It's literally jumping off a cliff without a parachute and hoping you can build one on the way down before you hit the ground.

### **Quote of the Day:**

"I've got two speeds. Namaste and I'll cut a bitch."

**Recommended Books:**

Find all of Peter's books on Amazon here:

<https://www.amazon.com/Peter-Shankman/e/B001JSCMgO>

**Other recommended book:**

Deep Work: Rules for Focused Success in a Distracted World:

<https://www.amazon.com/dp/B00X47ZVXM/>

**Websites and Social:**

<http://shankman.com/>

<https://twitter.com/petershankman>

<https://www.linkedin.com/in/petershankman>

<https://www.snapchat.com/add/petershankman>

<https://www.facebook.com/PeterShankman>

<https://www.instagram.com/petershankman/>

**Peter's Podcast: Faster Than Normal & accompanying course**

<http://www.fasterthannormal.com/>

<http://www.FTNcourse.com>