



# JIM HARSHAW JR

*Revealing Failure as the Path to Success*

## Success Through Failure Podcast

Action Plan Episode #90

Sam Weinman

Sam Weinman is the author of "Win at Losing: How Our Biggest Setbacks Can Lead To Our Greatest Gains." He is also the digital editor of Golf Digest. A graduate of the University of New Hampshire, he lives with his wife and two sons in Rye, New York, where he coaches multiple youth sports teams. [www.SamWeinman.com](http://www.SamWeinman.com).

### **About Failure**

"You have to get to the point where you separate emotions from reason."

"People are successful because they learn not only how to win but also how to deal with setbacks."

"One of our constant struggles is how we deal with struggle."

"Don't be afraid to mess up because you're going to and ultimately, it's going to help you."

### **About How to React to Failure**

"Everything that happens to us is subject to our interpretation. So if you want to go down that road in which you say, 'Well, it's clear that I'm just a loser. I can't do anything right and this is just going to be the fate that I am sealed to,' then yes, you can absolutely talk yourself into that corner. The sort of consistent thread of the people that I profile in the book is at some point – not always right away, sometimes years later – they get to a point where they recognize that they don't need to think that way and there is something they can do about their situation."

### **About How Dan Jansen (Olympic Gold Medalist Speed Skater) Overcame Failure**

"What was interesting about him was the process he went through in wrapping his head around those experiences first, in allowing himself to kind of forgive himself for messing up in the way that he did because certainly, a big part of when we look at losing is like beating ourselves up for it. With the work of a sports psychologist, he got to this point where he recognized some of these things are outside of his control. A huge part of it was recognizing things that we don't necessarily have a say in. And then, it was looking at 'What can I do better? What am I missing about my approach right now?' and a lot of what he did over the subsequent years was looking at his approach to the 1,000-meter race and learning to embrace it, learning to embrace the process of training as opposed to being focused on just the results."

### **About Columbia University Football Team That Lost 44 Games**

"One of my favorite chapters in the book is about the Columbia University football team in the late '80s who lost 44 straight games in college. What's interesting is none of those guys went on to play in the NFL or had any sort of redeeming moment in football. But all of them went on to be really successful people just in life; on Wall Street, as doctors and in law. They all point to the experience they had with losing in football and the pain they suffered and sort of this hollow feeling they left college with, how it fed this fire that they had to prove to themselves in other ways. So they talk about how this really difficult experience was instructive and how they cope with disappointment and how they kind of left college with something to prove. It's another way of looking at people became successful. It's not just because they learn how to win, it's also because they learn how to cope with setbacks and push through that."

### **Recommended Books:**

Win at Losing by Sam Weinman

Mindset by Carol Dweck

Hillbilly Elegy by J.D. Vance

### **Websites and Social:**

Website: [www.SamWeinman.com](http://www.SamWeinman.com)

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