



# JIM HARSHAW JR

*Revealing Failure as the Path to Success*

## **Success Through Failure Podcast**

Action Plan Episode #94

Todd Stottlemyre

Todd Stottlemyre is a global entrepreneur, speaker, and high performance business coach. He's a former major league baseball player who played 15 years in the bigs and was a part of three World Championship teams. Todd earned the prestigious Branch Rickey Award and the Lou Gehrig Award back in 2000. He has spoken to audiences up to 20,000 people and is truly inspiring others to create goals and dream big, and he provides a strategic roadmap for doing so through his "goals planner strategy." Todd is currently writing his first book that will be available in the this summer.

### **Quotes**

"If you get .3% better everyday, you'll be 100% better in a year."

"We first create habits, then our habits create us."

"Success comes down to 2-3 things done daily compounded over time."

### **About the Fun of Competing**

I tell people all the time, my passion was the team. It's kind of like when the game is over, you look back and think, 'Man, that was fun.' But the fun part was competing. The fun part is the sweat, blood and tears to get to something final. If you think about it as a wrestler being on the mat, it's like maybe you're in a tough situation. It's physical and mental, being on that wrestling mat, same thing with pitches or playing baseball. It's physical and mental. Sometimes, the fun is just going through the pain. It's kind of the thrill and agony of victory, right? The fun and the reward comes after, knowing that you gave everything you had on that given day just to be the best you

could be. Whether you succeeded or whether you failed , whatever the scoreboard said, sometimes it's not even the answer. The answer is the process of the competition. Competing is fun. It is so much fun and it's even fun sometimes when the reward isn't there, when the scoreboard doesn't tell you that you're victorious that day, you were still victorious that day because you had the courage to go out there and lay it on the line. Being fun, to me, is about laying it on the line. It's about getting comfortable with being uncomfortable and saying 'Let's get it on.' That's fun.

### **About the Journey of Success and Not Quitting**

"Success is a journey. If you blow a presentation in a business setting, great. What are we going to learn, what adjustments are we going to make, how are we going to improve, how are we going to get better? See, the problem with failure in most people's eyes is when they're failing and when they feel like all the walls are coming in, whether it's our kids, grown up and going through all the pains of growth and all the things that they're going to get through, or whether it's a business setting or whether you're a coach, ultimately, success is a journey. We're going to fail miserably along the way. The biggest problem with failure as I was getting ready to say is that's the place where most people opt out. That's the most dangerous place to opt out because that's a place, when you're failing and having some of the greatest failures, you're creating wisdom. You're getting better. You're learning. This is not the time to quit, this is the time to take more action, take the next step, keep moving forward, keep learning, keep getting better, hope you're going to continue to fail because every time you fail you get better. As long as you don't opt out when it gets tough."

### **About Going All In**

"I'm going forward and if I win, I'm going to win in front of the world and if I fail, I'm going to fail in front of the world. But I'm going to fail going all in."

### **About Focusing**

"Getting in the zone is a distraction-free environment where you focus 100% of all of the intensity of your focus – of your mind and if you're doing something physical, of your body – on the task at hand. That's the place peak performance happens."

### **The Nine-Step Game Plan**

Step 1: Having a dream.

Step 2: Finding the right behaviors to help achieve your dream and making it a habit.

Step 3: Determining the 'whys' for doing what you do.

Step 4: What are you going to give up or sacrifice.

Step 5: Fighting the enemy/dream stealers.

Step 6: Decision time: Making the decision to continue moving forward when the going gets tough.

Step 7: Have a coach to help you move forward and gain wisdom.

Step 8: Resolve: Taking the 'quit' option off the table.

Step 9: Taking action and create steps to track your progress daily/weekly.

### **Recommended Books:**

Relentless Success: 9-Point System for Major League Achievement

<https://www.amazon.com/Relentless-Success-7-Point-System-Achievement/dp/1613398875>

### **Websites and Social:**

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