



JIM HARSHAW.net

You Can't Get Pinned When You're on Top

Wrestling with Greatness Podcast

Action Plan Episode #9

from the solo show

This action plan will change your life. Forever. But you have to do it. You can't just read it or say you'll do it later. You have to follow through. It doesn't require a lot of time so just carve out 10 minutes to start and you'll see how powerful this process is and you'll then decide to carve out even more time.

Put it on your calendar or to-do list and treat it like an unbreakable appointment.

Let's get started.

Discover Your Vision

Creating your vision is fun but, with some programs that are on the market, they don't give you a clear structure, a framework, in which to work. Follow these steps below to reveal a powerful vision for your life.

Grab a blank sheet of paper, open a Word doc or open a new email to yourself on your phone and let's get started...

- **Step #1: Revealing What's Important.** Ask yourself the following three questions and jot down a few sentences for each. The more detail the better but don't let that stop you. You can add more detail or come back and make changes later. Just get a few sentences down and move on.
 - **Question #1: What does your ideal typical day look like?** Not sipping Mai Tai's on vacation at the beach but assuming that you still have to be a productive member of society, have a job and live in the real world. (From waking up to going to bed. What do you do first thing in the morning? How

do you feel? What are your most important relationships like? What are you eating? What activities do you participate in? What kind of house do you have? What kind of car? Are those even important? What wants do you have currently that are satisfied in your ideal day?)

- **Question #2: If you made another \$50,000 per year, how would that change your life?** What stresses would it relieve in the short-term but most importantly in the long-term? What would it allow you to buy, pay for, acquire, save for, create, do, wear, drive, go or eat? Think about your deepest cares, desires, hopes and wishes that an extra \$50,000 would help with.
- **Question #3: When the day comes for you to meet your maker and your closest family and friends gather to hear your eulogy, what would you want them to say?** Write one-two sentences that would best summarize what the following people would say about you.
 - Your best friend.
 - The colleague whom you most respect.
 - Your closest family member (spouse, sibling or otherwise).
 - Your idol. (The person you most want to be like. This may be a celebrity, business leader, sports figure, personal mentor or otherwise. People often have a hard time choosing one so pick two or three if you'd like. Don't get bogged down with that. You can always come back and edit any of these.)
- **Step 2: Discovering Your Values.**
 - For your answers to the three questions above, ask yourself "why?" Often it requires asking yourself "why" two or three times. When you get down to a value... a word or phrase that describes your "why", write that down.
 - For example...
 - If your typical day involves going out to dinner with your spouse, why? *Because we like to go out and eat together.* Why? *Because it gives us time to reconnect and stay in-tune with what's important to each other.* Why (is that important)? *Because it helps to keep our relationship strong.* **The value you have just deduced may be "relationships" or more specifically "family or spousal relationship."**

- If your response to question #2 included being able to save for your children's education then ask why that is important. *Because I want my children to be educated so that they can earn a good living, be critical thinkers and productive members of society.* **Then “education” is a value of yours.**
- If your response to question #3 included your respected colleague saying that you were hard working and diligent **then you value “hard work” or “diligence.”** **If he said that you were innovative you value “innovation.”**

Sample List of Values: <http://jimharshaw.net/list-of-values/>

- **Step 3: Creating Your Goals**

- Now that you have a short list of values, you have a much deeper understanding of what's really important to you. Sadly, most people never do this exercise and drift through their lives not sure of who they really are or what they truly want. For each of the goals below, fill out this goal setting worksheet:

<http://jimharshaw.net/wp-content/uploads/2015/03/Goal-setting-worksheet.pdf>

- **Four Areas for Goal Setting:**
 - **Relationships:** Regardless of how you much (or little) you value relationships, it is proven that they are a foundational part of happiness and fulfillment. Whether you look at “Maslow's Hierarchy of Needs” or the worldwide best seller “The Purpose Driven Life” or anything written by Tony Robbins, experts agree that relationships are an important part of filling the hole in our lives that we try to fill with money, status and material things. While those may still play a role, without healthy relationships, having the mental energy and complete you working toward your life goals is impossible. **What relationship do you need to keep front and center in your life? Can you make it a higher priority? The highest in your life?**
 - **Self:** Again, you can reference most any expert or best-selling book on the topic and you'll find that personal growth is a fundamental need to reach fulfillment. When you're growing- learning new skills, acquiring new knowledge, having new experiences- you feel like you're taking steps forward in your life. This creates hope. Hope for

more. Hope for a better future. Hope creates positivity, action, momentum and will power. **What skills, knowledge or experiences do you need to acquire to improve your life's situation?**

- Health: When you begin to research successful people- from the high profile ones whose names we all recognize to the people living in the multi-million-dollar homes across town- a common trait is that they have healthy habits. There are plenty who don't but the ones who are happiest, most eager, most energized and most fulfilled tend to be more healthy. When I learned that Richard Branson, maybe the poster child for all of the superlatives in the prior sentence, exercises daily while overseeing an empire of hundreds of businesses and tens of thousands of employees across the planet, I knew I had no excuses. No more, "I'll exercise when I just get this next part of my life in order" or "I don't have time." **What area of your health do you need to work on most? What goals can you set for yourself in this area?**
- Wealth: The problem with so many goal setting methods is that they want to put wealth goals first. Making more money, having the bigger house, driving the luxury car, etc. And the problem with many people who actually get their wealth goal without the others is that they realize they've sacrificed their relationships, self and health along the way and can't enjoy their wealth. I believe that money can buy happiness but only after you've gotten the other parts right. Once the most important relationships in your life are your highest priority, when you feel like you are growing as a person and when you feel healthy then and only then can money buy happiness. You can lose it all and have the remaining three and remain fulfilled. Wealth goals are exciting and, when placed in the proper perspective with the others, can drive you out of bed early in the morning and drive you to overcome obstacles you once thought impossible. These should relate to your values. Wealth can help you plan for your children's education, spend quality time with family, help your aging parents or even to do something as simple as be able to afford a dog. **How much money do you want to make?**

- **Follow Through: Making Goals Stick:** This piece of the puzzle took a little time to figure out but without it you'll only get a fraction of the benefit of all the work you've done. Once you document your goals, set a reminder on your electronic calendar, phone or otherwise to do a 5-minute goal check. Once a month, do a quick read-through of your goals. Make any edits necessary. Reading through them keeps your goals fresh in your mind and making edits or updates keeps them relevant.

Creating Your Success Environment

Successful people all have a positive environment. Sometimes that environment must be cultivated within themselves if it cannot be created in the external environment. Let's learn more about how you can you create the environment necessary in your life to reach the success you only dare dream of.

Here are several methods. Use one and you'll find yourself moving toward your success. Add others and you'll feel the rate at which you achieve your goals accelerates exponentially.

- **Create Your Mantra:** The most important part of creating a positive environment is what you say to yourself. This is both a cause and an effect of success. Negative self-talk is also both a cause and effect of failure. We've all failed quite a bit in our lifetimes and so the perpetual voice in our heads is reminding us of this. You must control your self-talk. Without consciously thinking of this, you wouldn't otherwise be aware of the voice that is perpetuating your self-doubt. In the beginning, you'll need to control the voice out loud, almost physically manipulating your mind into being positive. Eventually, it will come more natural and you'll control it whenever you feel self-doubt. The three times that you can best use positive self-talk are:
 - At the beginning of the day.
 - After a failure.
 - When you feel self-doubt about something you want to do.

The most effective way to use positive self-talk is by creating your own personal mantra that can be used to reinforce the fact that your self-doubt is something you've created unconsciously.

Here are the steps to creating your mantra:

1. **Positive first statement:** Today is a great day.
2. **Today:** What you want to do well today that, when you do this, you feel good about what you accomplished at the end of the day, along with any caveats (ex. I will attack it with intensity and focus while remembering to focus on my ultimate goal of doubling my sales for the year.).
3. **Big Picture:** What is the bigger picture for you? I am on a journey to _____ (greatness, happiness, health, wealth) and (here's what I have going for me. This may include something where you have self-doubt. (ex. I am on a journey to greatness and I am clear on the path required, I am working diligently to get there and I will plow through any obstacles in my way).
4. **Three Words:** I am more (3 words that you want to be and feel everyday) than I've ever been before. (ex. I am more confident, positive and powerful than I've ever been before.)
5. **Launch statement:** Let's do this!

Put together it sounds like this:

"Today is a great day. I will attack it with intensity and focus while remembering to focus on my goal of doubling my sales for the year. I am on a journey to greatness and I am clear on the path required, I am working diligently to get there and I will plow through any obstacles in my way. I am more confident, positive and powerful than I've ever been before. Let's do this!"

- **Start a Mastermind Group:** A mastermind is a group of like-minded individuals who meet regularly to offer advice and feedback to each other with the purpose of achieving goals not otherwise possible. Andrew Carnegie, Teddy Roosevelt and Bill Gates have all used mastermind groups. While they have been around for ages (Napoleon Hill popularized them in his all-time classic book, *"Think and Grow Rich."*) I finally took action last year to start one. I carefully selected people who were big thinkers but also could provide insight that would benefit me and others in the group.

In the end we have a group of six people who all have far bigger goals than the average person and they also bring value to the group-- a software engineer, the CEO of a search marketing company, a peak performance consultant, etc.

We meet twice-a-month and help each other with advice in areas of our lives where we're stuck or need feedback. One of the entrepreneurs in the group had been paying \$2,000/month for a business coach and says that he gets more value from the mastermind group.

I recommend starting your mastermind group ASAP. Start by finding just one other person that would benefit from the group. Think big! Remember, they need this as much as you do.

- **Choose the Best Content:** Jim Rohn said, "You are the average of the five people you spend the most time with." I think it's bigger than that. I believe you're the sum of the words you say and the content with which you fill your mind. When you control your self-talk, you are influencing yourself (become one of the five people that you *most* want to spend your time with because of your positive influence on you). Second, create your mastermind group.

But the easiest way is to choose the best content with which to fill your mind. Turn off the news, sports radio or music and listen to a podcast. When I'm driving and when I'm working out (part of my health goal) I listen to educational podcasts (self goal) and sometimes relationship podcasts (relationship goal). Some of my favorites in addition to Wrestling with Greatness for creating a powerful, positive mindset include are *This is Your Life* (Michael Hyatt), *Knowledge for Men* (Andrew Ferebee), *The Tim Ferriss Show* (Tim Ferriss) and *School of Greatness* (Lewis Howes).

Instead of podcasts you could listen to audiobooks by Tony Robbins, Jim Rohn or Zig Ziglar. Or listen to biographies of successful people.

What are you reading? Is it helping you get closer to your goals? If not, put it down and pick up something that is. This means books, magazine and, yes, social media. Even on Twitter, I have used the "Lists" function to create a list of positive influences that I scan through regularly.

- **Visualization:** When I was competing, visualizing myself winning a wrestling match was easy. There's a start and an end. Visualizing success in real life is much more complex and when you have multiple goals it's hard to figure out what to picture. Here's what to do. Visualize your ideal day- the same one you started with earlier. Again, you don't have to have it perfect from the start but just try to imagine what that day looks like. It will change periodically as you get new

information but you'll find this astonishingly refreshing. I usually do a full visualization of my ideal day a few times per week. Do it three days in a row and you'll find your dreams becoming much more believable and attainable.

Action

Most people are afraid to set goals because of the effort that it may require to actually follow through. But here's the interesting thing, it's easy. After completing the first two parts- Discovering Your Vision and Creating Your Success Environment- I defy you to not take action. It's almost inevitable! When you're clear on your values, your goals, (on the goal setting worksheet) the obstacles you'll face along the way, the people and organizations who can help you, your action plan, your deadline and your reasons why, momentum builds almost without effort. At least without the effort type of effort you thought it would require. It requires tons of effort but it's effort that you give gladly, passionately, almost excitedly. People will begin to think you're "different" than the rest, that you have this innate drive.

In reality, you simply followed a proven blueprint.

Then, add in your positive mantra repeated daily. Start listening to positive audio while you're driving and reading positive books, magazines and social media posts. Create your mastermind group. Then you will experience a drive for success, however you define success, well up within you that you may have never felt before. I felt it only when all of these pieces were in place for me but without my knowingly putting them there. This happened when I was competing. I had written goals and with deadlines. I had coaches and teammates and a sports psychologist. I had a mastermind group (my closest teammates). And the result was an almost superhuman drive to succeed. Discover this same superhuman drive to succeed in the facets of your life that are most important to you. Get started today.

Good luck!

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