



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #135

When I was an elite college wrestler, I was always looking for an edge. I was looking for a way to be better. To score more points. To win more matches. To achieve my goals.

The solution was never dramatic.

It was fundamental. I'd heard it a thousand times before but for some reason hadn't fully incorporated it into my repertoire. But the solution was always right in front of me.

It wasn't sexy. It wasn't exciting. It wasn't glamorous.

It was back to the basics.

It was hard work.

It was keeping my head up and my elbows in.

It was practicing positive self talk.

It was eating better.

It was watching film.

It's the same for you. Everything you need is right in front of you. Slow down and you'll see it.

Quotes

"All experts start to sound the same because there are not a whole lot of unique solutions out there."

"One of my clients' said to me a while back that magic happens when I connect with people."

"In sports, what always worked are the fundamental moves, the basics. But you have to execute them. It's the same in life."

About Your Network

"Everybody talks about networking, that you need to do networking. And I think that's great because there's a lot of value to networking. But slow down and look at the network that you have right now. Look at the people that you know and the people that they know. Are you actually leveraging what you have right now? Are you actually doing the best with what you have in place in your life?"

About Remembering Solutions That Has Worked

"Think about the biggest challenge you have in your life right now. Now think back in your life of a time when that wasn't a challenge, or you were able to come up with a solution, or you had a solution that was working. What was it? What worked? What has worked? If it's in your relationship, was it buying your wife flowers or leaving a post-it note on the mirror? If it is for your health and fitness, was it that you could you do a hundred push-ups a day? In your business, is it picking up the phone and cold-calling, going to networking events, reaching out to people already in your network, just connecting with people?"

About Being Consistent

"There's such a thing as momentum, so starting with one thing. What can you do today? It always comes back to planning. It's the productive pause. 'I'm not working out because I don't have enough time in the day to work out.' Hit the pause button and figure it out."

About Having a Coach

"The question I ask you is if you were an athlete – I have a lot of former athletes who listen to this podcast – you had a coach. What was at stake in your life then? Maybe it was the starting spot in the line-up or the district, regional or state championship. What's at stake now? It's a heck of a lot more at stake at this point. It's your family, your hopes, your dreams, your wishes. And who do you have in your life that's holding you accountable to this? I encourage you to reach out, not necessarily to me but to somebody. Get somebody in your life that can hold you accountable and help you see your blind spots. Everybody needs a coach. Bill Gates had said that. The chair of Google Alphabet had said that. The highest performers in the world have a coach. "

Morning Routine Video

<https://www.youtube.com/watch?v=UFJxl-YOZGg>

Free Strategy Calls

<http://jimharshawjr.com/coaching/>

Recommended Book

How to Talk so Kids Will Listen...And Listen So Kids Will Talk by Adele Faber and Elaine Mazlish:

<https://www.amazon.com/How-Talk-Kids-Will-Listen/dp/0743525086>

Episodes Referred

Jared Kahmar: <http://jimharshawjr.com/125/>