



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #148

Jim Harshaw Jr Solo -

What's The Right Action

We hear people tell us to "just do it." To "take action." But what's the RIGHT action? Where do we start? You don't want to go down the wrong path or make the wrong first move. You want to know exactly what you're supposed to do right now. In this episode I share tips and tactics that will help you determine the right actions to take so that you can create the momentum that you need to succeed.

Quotes

"We all know that magic happens when you take action."

"Fortune favors the bold"

"Planning is essential but plans are useless."

How Do You Start Taking Action?

1) Connect With Somebody

If you're wondering how to start on your goal, make a phone call or send an email to a person who has done what you have done and connect with them. Find time for a cup of coffee, to talk to them on your drive home from work etc. There's no telling what happens when you connect with people. It doesn't have to be new people. It can be people in your network. People you already know.

2) Prototyping

What is the least thing you can do, the prototype you can create that would not require the full investment of all the time, money and energy? For example, you have an idea of a business, but you're not exactly sure what kind of business. Ask yourself these magic questions. 1) What are your challenges? 2) If you had a magic wand, how would solve this problem? So you start asking people until you get a

critical mass of people telling you the same thing. Now you have this business concept that people actually want. The idea of prototyping can be just having a conversation with somebody, or trying things in small doses, reading a book or listening to a podcast about something in that industry etc.

3) "What Has Worked?"

Ask yourself this question of what has worked in the past? We're always looking to try something new but usually, there's something that has worked in the past. Whether it's past marriage, past business, past job, a different phase of your life or a challenge from a different industry, just look into your past. For example, 'I lost five pounds whenever I started planning my meals for the week on Sunday night.'

4) Journaling

Just start writing and get outside of your own head. Be your own coach. Answer questions like, "What has worked? What's holding me back? What's the next action I can take?" If you were giving advice to somebody else, what would you tell them to do?

What Not to Do

- 1) Read another book or listen to another podcast. If it's your first one, it's OK but if it's your fifth or tenth one, don't do it. Take action instead.
- 2) Don't wait for a better time. Timing is never going to be right. Take action, move forward and advance the ball.
- 3) Don't wait for things to come to you. They're not going to. It's scary and fearful but that's when you know you're doing the right thing.

Three Concepts

1) You Don't Need to See the Whole Way Down the Path

You don't have to see the whole way down the path. You can travel across the country from New York City to Los Angeles in the dark, seeing 100 or 200 feet ahead of you with headlights. You don't need to know everything. You don't need to have all the answers. Even if you think you have them, they're going to be wrong.

2) Momentum is Real

Just do one thing and if you fail, you get stung, you get slapped on the wrist, try it again. Try a different way. Attack with a different mentality, attack with a different strategy, a different tactic. Re-evaluate.

3) Focus on the Process, Not the Outcome

How do you eat an elephant? One bite at a time. How do you go from couch potato to running a marathon? You walk a mile. How do you climb Everest? You start by hiking a big hill.

Episodes Referred

Bill Burnett: <http://jimharshawjr.com/124/>