



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #159

Jairek Robbins

Jairek Robbins is a #1 bestselling author, keynote speaker and performance coach. He helps businesses, brands and individuals achieve rapid, measurable improvements in both work and life. His clients include entrepreneurs and professionals all the way up to Fortune 500 company executives. He's delivered thousands of speeches to tens of thousands of people worldwide including the US Marine Corp, the US Air Force, BMW, the Tampa Bay Rays, and at Harvard University.

Quotes

"A beautiful transition ritual for me is going to the gym, getting a badass workout, facing death by taking weights that are far beyond what I can do."

"In my mind, it was important to actually learn the life skills than it was the knowledge."

"I think the biggest failure moment for me was being told I had six days to live because my whole philosophy of green drink and meditation was not working."

About Balancing Inner Peace and Achieving Your Business Goals 21:28 - 22:30

"I learned that finding inner peace doesn't really make a great platform to grow your business rapidly. I've also learned that growing your business rapidly doesn't create a good platform for inner peace, doing just one or the other. What I have learned though, is the integration becomes a good challenge and that integration is stepping back and saying, "Wait a minute. What if I do this inner peace stuff from the moment my eyes open to maybe like 8 or 9 or 10 in the morning? Pure meditation, yoga, spirituality, prayer, read the Bible." Do what you need to be in this amazing, blissful center place. Have some time of transition ritual before you go in, say around 8.30,

you start this transition ritual where you get amped-up, fired-up, goal-driven, purpose-driven and you're lock on a mission. By the time the bell rings and it's time to go, you come full force into that day and you just crush it."

About Jairek's Leadership Philosophy 26:23 -26: 58

"My leadership philosophy is really just three parts. Number one, learn what it takes to have the life and the results you really want to achieve to learn it. Number two, live it. Apply everything you've learned and get the actual results. I've learned in life that your actions speak so loud that it's hard to understand the words coming out of your mouth. Meaning, figure out how to apply it so that you're actually a walking, talking, breathing, moving example of what it is when you apply that knowledge. Three, when you figure out what works for yourself and others, give it. Pay it forward. Find a way to share it with people around you and say, 'Hey, here's what's working.'"

About How to Get Yourself to Take Action 30:47 -31:40

"People say, 'If I write down the top ten most painful things, is that enough?' Well, it could be or couldn't be. How do you know if you have enough painful things written down, how many pleasurable and exciting things? Keep writing down back and forth. Write down ten painful consequences of not taking action. Write down ten pleasurable results or benefits of taking action. And then at one point, if you have ten and you're like, 'Yeah, it sounds nice but I'm not feeling anything,' then keep going back and forth and keep stacking one at a time on both lists until you find yourself in a position that you can no longer not do anything. Let's say you get to 27 on each side and all of a sudden you're like, 'I have to do something now,' and you just stand up and run out of the room to go do it."

Website and Social

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