



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #160

Jim Harshaw Jr Solo - 9 Ways to Help Friends/Family...

We all have people in our lives who we wish would adopt a growth mindset. We want them to give personal development a try. We send them podcast episodes, share articles, and tell them about the latest book we're reading. You hope and wish they would just read, listen, and learn from content that would push them to grow and live and think the way that you know would make them happier. Here's how.

Quotes

"The best way to influence people is to change yourself."

"Know that you're planting seeds that will sprout years from now."

"Nobody wants to be sold, but everybody loves to buy." -Jeffrey Gitomer

About How to Get People to Adopt a Success and Growth Mindset

- 1. They have to want it.** You can lead a horse to water, but you can't make them drink.
- 2. Model it. Live it. Be it.** I showed my morning routine to my son. I didn't force it on him but I just wanted him to be aware of what dad does when he's by himself.
- 3. Plant seeds.** Understand that even if the person you're thinking of don't adapt to your mindset, plant the seeds.
- 4. They've got to have skin in the game.** With 'Reveal Your Path,' I never let anybody do it for free. When I did, there was zero results.
- 5. Listen.** I know everybody says this, but let people talk. Let them be heard. Let them vent. Not a lot of people want you to come in and fix your problem.

6. Ask questions rather than telling. Create conversation that helps people say and speak out loud and identify what they know they should be doing, rather than you telling them.

7. Frame your conversation around what they want, not what you want. Discover what motivates them, what interests them, what intrigues them.

8. Identify their objections and address those objections first before you have a conversation. What are they going to throw back and say, "I can't because I don't have enough time"?

9. Nobody cares how much you know until they know how much you care. Every time I've done this in my life, it changes conversations, it changes relationships, it changes everything.

Blogpost Link

<https://fs.blog/2012/07/how-to-win-friends-and-influence-people/>

Success Hotline

973-743-4690

Recommended Books

The Success Principles by Jack Canfield:

<https://www.amazon.com/Success-Principles-TM-Where-Want/dp/0060594896>

Little Red Book of Selling by Jeffrey Gitomer:

<https://www.amazon.com/Little-Red-Book-Selling-Principles/dp/1885167601>