



# JIM HARSHAW JR.

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## *Revealing Failure as the Path to Success*

### **Success Through Failure Podcast**

Action Plan Episode #167

Jim Harshaw Jr Solo

Every time you turn around, someone is telling you that you need to know your core values. Why? What does knowing your core values really mean? And who really does this? Who actually works on discovering their core values? And how would you even go about it?

I answer all of those questions in this episode of Success Through Failure.

### **Quotes**

"My core values are faith, family, fit and fun and I know what these words mean to me."

"Don't chase after what other people are chasing after. Chase after what's important to you."

"Your goals should align to your core values."

### **About Core Values Being Your Operating Systems 09:00 - 09:53**

"I'm going to share another acronym that another one of my client's use for his core values. It was F.I.G.H.T., which are family, integrity, gratitude, health, and I think trust. I can't remember exactly the 'T' was for him. These are words that are meaningful to him. He actually has these printed it out, framed them and posted them on his wall in his office so that when he sits on his desk and looks straight ahead, those are his core values in front him. These are our operating systems, our mode of operation, our framework for living your life the way that you want to live it. You feel out of balance? It's because you're out of balance with one of your core values or multiple of them."

### **About Matching Goals to Core Values 11:15 - 11:42**

"People always think that core values have to be things that you do that you already are, that you're already living by. That's not the case. That's wrong. You can be obese and unfit and have health and fitness as a core value, something you aspire to you. You may not live it out but you WANT to live it out. And the idea is now, you create goals around that."

### **About How to Determine Your Core Values 12:26 - 15:51**

"1. The funeral question. What do you want people to say at your funeral? Think about what they would say now, and think about what you want them to say. Is there anything different? There are core values in there driving what you want them to say.

2. What if you doubled your income? What would you do with that money? What you would do with that money is determined by what you value. Would you get a nose job? Maybe you value appearance. Would you buy your parents a new home or care? That could say that you value family, or providing, or value thanking, being grateful.

3. What does your ideal, typical day would look like? Not sipping Mai Tais on the beach vacation. Is there time for working out? Is there time for family? Is there time for a certain hobby that you love to do that you would spend your time on? That would tell me some things you would value.

The trick is seeing which one comes up most often, and those are your core values. You list them out, you group them and you can work to identifying your core values."

### **Recommended Tools**

List of core values: <http://ht.ly/S4HDE>