



# JIM HARSHAW JR.

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## *Revealing Failure as the Path to Success*

### **Success Through Failure Podcast**

Action Plan Episode #171

Randy Gage

Randy Gage is a New York Times bestselling author and a member of the Speakers Hall of Fame. A high school dropout, Randy rose from a jail cell as a teen to become a successful multi-millionaire. Randy is the author of eleven books translated into 25 languages. He has spoken to more than 2 million people across more than 50 countries. He's a thought-provoking critical thinker who will make you approach your life in a whole new way. When he is not prowling the podium or locked in his lonely writer's garret, you'll probably find him playing 3rd base for a softball team somewhere.

### **Quotes**

"There are some things that are not meant to be, but they lead us to something else that is meant to be."

"I was so desperate to believe it, I believed it. And because I believed it, it became true."

"The number one cause of failure is worthiness issues."

"Your next mistake will take you one step closer to your goals."

### **About Figuring Out What To Say Yes or No To 07:45 - 09:00**

"I'm a baseball guy so I do three strikes and you're out. So if I'm really attempting something and three times, the universe shows me in some way that, "This is not for you," then I know I'm supposed to do something else. That doesn't mean three little bumps in the road. I mean if I'm trying one thing and it really does fail three times, then the universe is probably telling me that's not the right thing for me. I hate to say that because I know some people will take that as negative, "You know, Abraham

Lincoln ran seven times and Walt Disney went bankrupt seven times." You know what? That could've been true for some things for me, if I did something 7 times or 27 times or 97 times. But you just have to find the line at some point and that's my line for me. Maybe I would've done something I tried if I failed 87 times but you know what? Maybe my life would've been miserable for 20 years during those 87 times and the payoff wouldn't have been worth it."

### **About Confirmation Bias & Self-Sabotaging 19:20 to 20:30**

"You have this subconscious programming that you don't know is there that says 'rich people are evil.' On a conscious level, you're trying to be successful so you write that book or you launch that company or you approach that big client that you think would be a grand slam. It doesn't work because you actually self-sabotage yourself. Your core foundation of beliefs about all the important stuff like money, God, sex, work, relationships, marriage, you have those beliefs by the time you're 10 years old and most people never go back and question the premise and say, 'What is my belief about that? When did I get it? Is it true?' So people are always saying, 'Are you telling me I'm self-sabotaging myself at 40 years old from a promotion because of a belief I developed when I was 6 or 7?' The answer is absolutely yes."

### **About Randy's Daily Habits 37:36- 38:50**

"I do daily self-development time, listening to podcasts, reading books something to feed my mind, body and soul every, single day. I do daily exercise, cardiovascular exercise. I empty my email box every night before I go to bed, before I shut down. I always kind of plan my next day. I work from home. So when I shut down, I shut down. I don't work till the moment I go to bed. I know my brain's going to be churning for hours and hours. I don't answer my phone or my emails. I take 2 minutes and scan my appointment book to see what I have planned for tomorrow, what I want to get done tomorrow. So I got that percolating in my subconscious mind when I wake up the next day. Those simple habits make all the difference in the world for me."

### **Action Item**

"Find a specific goal, and intermediate goal that would be the next step in your journey, then give yourself a reward for that. When I'm writing a book, I say, 'I have to finish chapter three, and then I get a massage. I have to finish chapter four, and then I get to eat lunch.' I make the reward relative to the action."

### **Recommended Tool**

The Apple podcast button on the iPhone and the Anchor podcast app, which is great for people who want to do a podcast.

### **Recommended Podcast**

GaryVee: <https://www.garyvaynerchuk.com/podcast/>

Seth Godin: <https://www.akimbo.me/>

### **Episodes Referred**

Travis Macy: <https://jimharshawjr.com/52/>

Seth Goldman: <https://jimharshawjr.com/15/>

### **Website and Social**

Website: <https://www.randygage.com/>

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