



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #182

Jim Harshaw Jr Solo- Defining Moments

We all have defining moments in our lives. Sometimes we expect them-- like getting married or winning a championship. Other times we don't-- like a death in the family or a surprise promotion.

Will you back down when yours arrives? Or will you face your fear? Take action? Speak up? Move on?

This episode on facing your fear is the first of a four-part series on defining moments.

Quotes

"The thing that we want is usually on the other side of what we fear."

"If it's something that you know you could do and should do, find a way to make that commitment."

"Don't just listen to this and move on with your day. Identify one action you need to take, one commitment in the next 24 hours. If you do that, I want you to email me at jim@jimharshawjr.com."

About Positive Language 10:45 - 11:25

I started changing my language about running. I used to always tell people in conversation if it came up, 'I hate running.' Well, I changed my language and said, 'I'm starting to like running.' Or I changed it from, 'I'm not good at running,' to 'I'm getting better at running.' Those things weren't total lies. I had to fake it a little bit, but I didn't come out and say, 'I love running.' I could have done that and it wouldn't be too much of a stretch. I could have gotten there mentally. But I just made that

incremental statement of, 'I'm starting to get better at running, I'm starting to love running, I'm starting to enjoy running.' Lo and behold, I ran a half-marathon and it was just awesome."

About Fear of Rejection 15:20

What did I do to face my fears?

1. I made a **commitment**. In all the stories I told, I made a commitment. I signed up for the half-marathon. I signed up to go sky-diving. I accepted the job. I made commitments that kind of forced me to do it. I could have still backed out, but for the most part, I made that commitment and once you've paid the money, you've signed up, accept the contract, once you make that commitment, it's a lot harder to go back.
2. **Get a partner or join a team**. If there's no team out there, create one. Thinking back on my wrestling career, it's a really scary thing. You're stepping out onto the center of a mat, there's nobody else on your team. You're out there by yourself. You've got to face another man who's trying to dominate you. You're standing in front of a crowd. It's scary. It's a really humbling sport. When you're part of a team, it makes it a little bit easier. When you know there are other people doing it with you, that makes it a little bit easier. It's like those sales calls I was making. It makes it a little more acceptable to face fear and get rejected and fail if there are other people around you trying to do the same thing.
3. In all these stories I told you about myself, I had to **fake it a little bit**. I had to change my self-talk. I told myself, 'I'm starting to enjoy this.' When I signed up for sky-diving, it's like, 'I want to do this. I chose to do this. It's something I want to do.' I had to lie to myself a little because, at certain points, I didn't want to do it. So you have to fake it a little, walk the walk as best you can and fake it till you make it
4. One of my clients does this. Every day, he **visualizes his day going well**. I love the fact that he does this. It's one of his core habits. We would have a 30-minute call every week and I held him accountable for his actions. So visualize what success is going to feel like when you make a sales call and it goes well or when you hit your quota or once you put your feet on the ground after you skydive, once you actually jump off that cliff, land in the water, pop up and you're smiling, going, 'Wow, that was exhilarating!' Visualize what that's going to feel like when you face your fears.

About Overcoming Your Adversities 23:40 - 24:36

"What if you were 12 or 13 years old and you start losing your vision and you go blind? Then what? Think about the fear of going through your life like that. Terrifying. Do you think you would kayak the Grand Canyon? Do you think you would climb Mount Everest? Guess what? Erik Weihenmayer did. I'm a rock climber, I'm a white water kayaker, I've kayaked Class 5 white water, it's terrifying, and I can see. Erik Weihenmayer, he did it even though he can't see. He made big-time commitments. He didn't do it all at once. He had to make smaller commitments that lead up to this."

Episodes Referred

Jim Harshaw: <http://jimharshawjr.com/178>

Kyle Maynard: <https://jimharshawjr.com/5/>

Erik Weihenmayer: <http://jimharshawjr.com/96>

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Photo of the Mama Vina Wreck

