



# JIM HARSHAW JR.

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## *Revealing Failure as the Path to Success*

### **Success Through Failure Podcast**

Action Plan Episode #184

Alan Stein Jr

Alan Stein, Jr. is a performance coach, consultant, speaker and author. He spent 15 years working with the highest performing basketball players on the planet.

Alan delivers high-energy keynotes and interactive workshops to improve performance, cohesion, and accountability. He inspires and empowers everyone he works with to take immediate action and improve mindset, habits, and productivity.

In other words, Alan teaches how to utilize the same strategies in business that elite athletes use to perform at a world-class level.

His book, *Raise Your Game*, published in January 2019.

### **Quotes**

"A candle loses nothing by lighting another candle."

"The best never get bored with the basics."

"A world-class salesperson doesn't convince anyone to buy anything. What they do is they ask the right questions and the prospects convince themselves."

"Are the habits that you have today on par with the dreams that you have for tomorrow?"

### **About Importance of the Basics 12:48 - 13:50**

Part of humility is acknowledging that the basics usually are boring. They're mundane. They're monotonous. That's why it's so hard to fall in love with them, to live there. But it's also important to realize that you also have to look at those as the foundation to where the rest of the house is built. Clearly, if you watch LeBron James or Kevin Durant or Steph Curry, they're not only doing basics moves during

the game. But the basics and the fundamentals have provided the foundation that allowed them to level up to do those more advanced moves. And that's where younger players make the mistake. I know that's what I did when I was a kid. In my day, you watch Michael Jordan do something on T.V. that was magical and you run out to your front yard and you try to emulate that. But you're cheating the process, because as what you said so perfectly, he spent years and years and years in empty gyms by himself, mastering the fundamentals that lead to the point where you could make a move like that."

### **About Importance of Active Listening 15:33 - 16:17**

I tried to reverse-engineer this and figure this out and I found that whether it's sales or it's leadership, when you really start brushing away everything else, one of the most fundamental skills that all of us need to continue to improve - including me, because I just interrupted you - is the ability to listen. To actively listen. In fact, you brought up sales. I've been mentored by some world-class professional sales folks and they'll be the first to tell you that telling is not selling. If you really want to sell anything, whether it's a service or product, you have to really get to know the issue that your prospect is having. And you need to be able to solve that. The only you'll ever be able to do that is to listen."

### **About how to Improve Active Listening 18:39 - 21:15**

1. The same sales professionals that have mentored me talked about how important it is to instead of just waiting for your turn to talk - which is what most people do. While you're speaking, I'm simply formulating in my mind what I'm going to say and I'm not really paying attention to what you're saying. Make sure you're fully listening. The way that you can check yourself is to make sure you ask a follow-up insightful question. **Nine times out of ten, the best answer you can give is actually another question** that peels back the layers of the onions a little further and dives back a little deeper. So the only way you can be prepared to ask an insightful question is if you're listening.

2. When there's an appropriate break in the conversation - and this can work personally or professionally, it works with my children and elite basketball players and business professionals - when there's an appropriate break in the conversation, you **list back, in their words what they just said**. This will do a couple of things. Number one, it will confirm accuracy. But way more important is I'm sending you a very powerful, unconscious message and that message is I care. I value you. I care about what you have to say. You are important to me. Right now I am investing my most valuable currency in the entire world, which is my attention in the present

moment. When I list back what you said in your words, you unconsciously know I had given you my full attention.

### **The Three Pillars of Living Present 26:27 -32:11**

1. Focus on the next play. The next play is the only one that matters because it's the only one you can have an effect on. You can't do anything about the play that just happened.
2. Focus on what you have control over. There are only two things in the world that we have 100% control all the time. And that's our effort and our attitude, how we respond to things.
3. Focus on the process. We need to focus on the little things we need to do every day. Think about building a brick wall. Don't think the end wall, think about laying each brick as perfectly as you can. If you do, the wall will take care of itself.

### **Action Item**

**If you want to be an elite performer in anything that you do, you have to make sure that your bucket is full.** I guarantee everybody makes sure their cell phone is charged up at the night. So we have to make sure that we charge ourselves. What I would like folks to do is to **make a list of the four or five things - and I say "things" in air quotes - that fill your bucket, physically, mentally, emotionally.** It might be taking a spin class or a yoga class. It might be taking the dog for a walk. It might be meditating or reading a book at a coffee shop.

Then **I want you to make a list of what your normal morning and evening routine.** I know most of the people listening to this have routines. The question is whether it's designed with intention and purpose or whether they've fallen backwards into it. **Then I want you take what you do most mornings and evenings, and take the things that fill your bucket. I want you to cross-reference those things.** I want to see if you're making time in the mornings and evenings for a little bit of me-time to recharge your battery and refill your bucket.

### **Website and Social**

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Book: <https://raiseyourgamebook.com/>

<https://www.amazon.com/Raise-Your-Game-High-Performance-Secrets/dp/1546082867>