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Revealing Failure as the Path to Success

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Success Through Failure Podcast

REVEAL YOUR PATH BLUEPRINT

This four-step blueprint will change your life. Forever. But you have to *do it*. You can't just read it or say you'll do it later. You have to follow through. It doesn't require a lot of time so carve out 10 minutes to start and, after you see how powerful this process is, you'll decide to invest in it further.

Put it on your calendar or to-do list and treat it like an unbreakable appointment.

Let's get started.

Step 1: Reveal Your Vision

Creating your vision is fun but, with some programs that are on the market, they don't give you a clear structure, a framework, in which to work. Follow these steps below to reveal a powerful vision for your life.

Grab a blank sheet of paper, open a Word doc or open a new email to yourself on your phone and let's get started...

- **Step #1: Revealing What's Important.** Ask yourself the following three questions and jot down a few sentences for each. The more detail the better but don't let that stop you. You can add more detail or come back and make changes later. Just get a few sentences down and move on.
 - **Question #1: What does your ideal typical day look like?** Not sipping Mai Tai's on vacation at the beach but assuming that you still have to be a productive member of society, have a job and live in the real world.
 - **Question #2: If you doubled your income, how would that change your life?** What stresses would it relieve in the short-term but most importantly in the long-term? What would it allow you to buy, pay for, acquire, save for, create, do, wear, drive, go or eat? Think about your deepest cares, desires, hopes and wishes that doubling your income would help with.
 - **Question #3: When the day comes for you to meet your maker and your closest family and friends gather to hear your eulogy, what would you want them to say?** Write 1-2 sentences that would best summarize what the following people would say about you.
 - Your best friend.
 - The colleague whom you most respect.
 - Your closest family member (spouse, sibling or otherwise).

- **Step 2: Discovering Your Values.**

- For your answers to the three questions above, ask yourself "why?" Often it requires asking yourself "why" two or three times. When you get down to a value-- a word or phrase that describes your "why"-- write it down.

Sample List of Values: <http://jimharshawjr.com/list-of-values/>

- For example...
 - If your typical day involves going out to dinner with your spouse, why? *Because we like to go out and eat together.* Why? *Because it gives us time to reconnect and stay in-tune with what's important to each other.* Why (is that important)? *Because it helps to keep our relationship strong.* **The value you have just deduced may be "relationships" or more specifically "family or spousal relationship."**

- If your response to question #2 included being able to save for your children's education then ask why that is important. *Because I want my children to be educated so that they can earn a good living, be critical thinkers and productive members of society.* Then **“education” is a value of yours.**
- If your response to question #3 included your respected colleague saying that you were hardworking and diligent **then you value “hard work” or “diligence.”** If he said that you were innovative **you value “innovation.”**

Step 2: Creating Aligned Goals

Now that you have a short list of values, you have a much deeper understanding of what's really important to you. Sadly, most people never do this exercise and drift through their lives not sure of who they really are or what they truly want. For each of the goals below, fill out this goal setting worksheet:

<http://jimharshawjr.com/wp-content/uploads/2015/03/Goal-setting-worksheet.pdf>

- **Four Areas for Goal Setting:**
 - Relationships: Regardless of how you much (or little) you value relationships, it is proven that they are a foundational part of happiness and fulfillment. Whether you look at “Maslow's Hierarchy of Needs” or the worldwide best-seller “The Purpose Driven Life” or anything written by Tony Robbins, experts agree that relationships are an important part of filling the hole in our lives that we try to fill with money, status and material things. **What relationship do you need to keep front and center in your life? Can you make it a higher priority? The highest in your life?**
 - Self: Again, you can reference most any expert, research or best-selling book on the topic and you'll find that personal growth is a fundamental need for fulfillment. When you're growing- learning new skills, acquiring new knowledge, having new experiences- you feel like you're taking steps forward in your life. **What skills, knowledge or experiences do you need to acquire to improve your life's situation?**

- **Health**: When you begin to research successful people *who are also happy* (there's a difference)- from the high profile ones whose names we all recognize to the people living in the multi-million-dollar homes on the other side of town- a common trait is that they have healthy habits. When I learned that uber-entrepreneur Sir Richard Branson exercises daily while overseeing an empire of hundreds of businesses and tens of thousands of employees across the planet, I knew I had no excuses. **What area of your health do you need to work on most? What goals can you set for yourself in this area?**

- **Wealth**: The problem with so many goal setting methods is that they want to put wealth goals first. Making more money, having the bigger house, driving the luxury car, etc. And the problem with many people who actually achieve their wealth goal without the others is that they realize they've sacrificed their relationships, self, and health along the way and can't enjoy their wealth. Money can buy happiness but only after you've got the other parts right. Once the most important relationships in your life are your highest priority, when you feel like you are growing as a person and when you feel healthy then and only then can money buy happiness. You can lose it all and have the remaining three and remain fulfilled. Wealth goals are exciting and, when placed in the proper perspective with the others, can drive you out of bed early in the morning and drive you to overcome obstacles you once thought impossible. These should relate to your values. Wealth can help you plan for your children's education, spend quality time with family, help your aging parents or even do something as simple as be able to afford a dog. **How much money do you want to make?**

- **Follow Through: Making Goals Stick**: This piece of the puzzle took a little time to figure out but without it you'll only get a fraction of the benefit of all the work you've done. Once you document your goals, set a reminder on your electronic calendar, phone or otherwise to do a 5-minute goal check. Once a month, do a quick read-through of your goals. Make any edits necessary. Reading through them keeps your goals fresh in your mind and making edits or updates keeps them relevant.

Step 3: Creating Your Environment of Excellence

Successful people all have a positive environment. Sometimes that environment must be cultivated within themselves if it cannot be created in the external environment. Let's learn more about how you can you create the environment necessary in your life to reach the success you only dare dream of.

Here are several methods. Use one and you'll find yourself moving toward your success. Add others and you'll feel the rate at which you achieve your goals accelerates exponentially.

- **Create Your Mantra:** The most important part of creating a positive environment is what you say to yourself. This is both a cause and an effect of success. Negative self-talk is also both a cause and an effect of failure. We've all failed and the voice in our head is reminding us of this. Without consciously thinking of this, you wouldn't otherwise be aware of the voice that is perpetuating your self-doubt. In the beginning, you'll need to control the voice out loud, almost physically manipulating your mind into being positive. Eventually, it will come more natural and you'll control it whenever you feel self-doubt. The three times that you can best use positive self-talk are:
 - At the beginning of the day.
 - After a failure.
 - When you feel self-doubt about something you want to do.

The most effective way to use positive self-talk is by creating your own personal mantra that can be used to reinforce the fact that your self-doubt is something you've created unconsciously.

Here's an example of a mantra:

"Today is a great day. I am on a journey of success and will attack my goals with intensity and focus. I am more confident, positive and powerful than I've ever been before. Let's do this!"

- **Start a Mastermind Group:** A mastermind is a group of like-minded individuals who meet regularly to offer advice and feedback to each other with the purpose

of achieving goals not otherwise possible. Andrew Carnegie, Teddy Roosevelt, Sir Richard Branson and Bill Gates have all used mastermind groups.

My personal mastermind group includes six people who have far bigger goals than the average person. They each bring a unique skill set-- a software engineer, the CEO of a search marketing company, a peak performance consultant, etc.

One of the entrepreneurs in the group had been paying \$2,000/month for a business coach and says that he gets more value from the mastermind group.

I recommend starting your mastermind group ASAP. Download my free ebook on how to start your own mastermind here:

<http://jimharshawjr.com/wp-content/uploads/2015/12/Mastermind-Group-Ebook.pdf>

- **Choose the Best Content:** Jim Rohn said, "You are the average of the five people you spend the most time with." I think it's bigger than that. I believe you're the average of the five people you spend the most time with and the sum of the content with which you fill your mind.

Turn off the news, sports radio or music and listen to a podcast that will either motivate or educate you. Some of my favorites in addition to my own Success Through Failure Podcast include *This is Your Life* (Michael Hyatt), *Knowledge for Men* (Andrew Ferebee), *The Tim Ferriss Show* (Tim Ferriss) and *School of Greatness* (Lewis Howes).

Instead of podcasts, you could listen to audiobooks by Tony Robbins, Jim Rohn or Zig Ziglar. Or listen to the biographies of successful people.

- **Visualization:** When I was competing, visualizing myself winning a wrestling match was easy. There is a start and an end. Visualizing success in real life is more complex and when you have multiple goals it's hard to figure out what to picture.

Here's what to do.

Visualize your ideal day- the same one that you created above. Again, you don't have to have it perfect from the start but just try to imagine what that day looks like. It will change periodically as you get new information but you'll find this astonishingly refreshing. I usually do a full visualization of my ideal day once a week.

Step 4: Follow Through

Congratulations! After completing the first three parts-- Revealing Your Vision, Creating Aligned Goals and Creating Your Environment of Excellence-- I defy you to not follow through. It's almost inevitable! When you're clear on your values, your goals, the obstacles you'll face along the way, the people and organizations who can help you, your action plan, your deadline and your reasons why, momentum builds almost without magically. It requires effort but it's effort that you give gladly, passionately, almost excitedly. People will begin to think you're wired differently.

You will be!

You simply followed a proven blueprint.

Then, add in your positive mantra repeated daily. Start listening to positive audio while you're driving and reading positive books. Create your mastermind group and your Environment of Excellence. You will experience a drive for success, however, you define success, within you like you have never felt before.

I look forward to hearing from you!

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