



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #208

Jim Harshaw Jr Solo- Magic Questions

Sometimes we get busy and that's all it is. Just busywork. We go 100 mph and get 100 things done but at the end of the day, we feel like we're in the same place that we started. Ever felt like that? Ever wish you had a sledgehammer that would break through the busyness so that you could see what you really need to be doing?

Me too.

One night while at dinner with clients, one shared a question that did exactly that. It was like this tool that you could use that would help you cut through the BS and get to the real work that would make all of the things on your to-do list either easier or obsolete.

This "magic question" will help you do the same. If you're looking for clarity and focus in a distracted world, try this magic question out and experience the results immediately.

Quotes

"If you want something done, give it to a busy person."

"A productive pause is a short period of focused reflection around specific questions that leads to clarity of action and peace of mind."

"The fundamentals aren't sexy, but do them."

About Peak Performance 04:31 -06:25

It's about peak performance; how you get to break through from where you're at now to where you want to get to. Breaking out of that rut that you're in. How do you get to the next level? How do you get unstuck? This was the answer. This was the SINGLE answer of how to get unstuck, how to get out from where you're at, to the next level. I deem this as one of the magic questions, and this magic question is what is the one habit that you've done over the years that has really propelled you

and set you apart? It's invariably some sort of pause. For the salesperson, it's not making the sales calls. For the investor, it's not making the investments. For the athlete, it's not doing the training. For the author, it's not actually doing the writing. It's none of these things that make these folks successful. It's always some version of a pause, some version of planning - maybe planning your day -and maybe it's some version of getting off the treadmill of life, through getting a coach, practicing meditation, visualization, prayer, journaling etc. None of these things are actually about doing. It's actually hitting the pause button."

About Productive Pause 07:09 - 08:00

It's simple, but it's not one of the easiest things to execute consistently. You've really got to build this into your day. The reason it's not easy is because you're busy. You're pulled in a million different directions. You've got your job and you've got family, you've got friends, you've got the things that you want to do, all these things that are pulling at your time. It's so easy to just drift off and not do the productive pause. You just wake up today and start doing the things you did yesterday and the same thing tomorrow for no better reason. I encourage you to really build those in. Build in a productive pause once a week, like every Sunday night. Hit the pause button and ask yourself, 'What's my week looking like? What do I need to plan for? What do I need to think about?'"

About The Magic Questions 08:26 -

"There are various magic questions in different industry. I feel like every industry has a magic question. I know what some of those magic questions are. I'll give you a couple. For example, in the **fundraising industry**. You're trying to raise money for a non-profit, for your kid's school or anything else, this is the magic question; 'What would you like to accomplish with your money that would be most meaningful for you?' Ask that to a prospective donor.

This one is for the **software development** field. I built a software in my last business. Towards the end of that business, I learned what the magic question is when you're building a software. 'What is the most time-consuming, repetitive, or annoying task that you do?' Whatever it is, you ask any business owner, whether it's a plumber or a CEO of a company, ask them. Now you can start building a software around the answer once you get a critical mass of people saying the same thing. The follow-up question is, 'If you had a magic wand and could create any solution, what would that solution look like?'

If you're a **financial advisor**, that magic question could be, 'What would you want your retirement to look like?' Then, they would start painting this awesome, amazing picture of what they want their retirement to look like and you can help them figure out how to get there.

If it's **car sales**, your magic question would be 'What are you looking for in your next car that your current car doesn't have?' You start getting the person thinking about what features do they want.

Ask **yourself** every day, what is important now? If you get foggy, cloudy, fuzzy, if you're not clear what you have to get done, you just had a big plate of spaghetti for lunch, just ask yourself what is important now.

Another question to ask yourself is, what has worked for you in the past? Instead of trying to look for the next shiny object, ask yourself what has worked. It could be picking up the phone to make sales calls or blocking out space in your calendar to making something happen?

'What's holding me back?' Ask yourself that. If it's anything other than you, then I've got news for you. You got to look in the mirror. At some level, you are holding yourself back. I know you have outside circumstances and environmental things holding you back."

About Issac's Magic Question 15:30 - 16:20

"'What do I have to do to get better?' Have you asked yourself that question lately? You may have told other people what they have to do to get better. Maybe you said it out loud. Maybe you thought about it. This is what my kids or my wife or my boss has to do to get better. But what about you? Have you really ask yourself that question? I'm not just talking about that one area of your life that popped into your head right now, like business or relationship. I want you to ask this question for every area of your life. The answer is probably not listening to another podcast or reading another book. It's probably not information-related. If it's just information that you needed, you probably wouldn't face this challenge right now. "

Episodes Referred

Issac Greeley: <https://jimharshawjr.com/156/>

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

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

Top 20 Productive Pause Questions

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