



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #209

Ben Newman

Ben Newman is a Performance Coach, International Keynote Speaker and Best-Selling Author, whose clients include Fortune 500 companies around the world, business executives, sales organizations and professional athletes in the NFL, PGA, NBA, MLB, UFC and NCAA.

Ben serves as a Special Consultant for the 17-time National Champion Alabama Football Program. In addition, he is the Performance Coach for the record-setting 5-straight Division I National Football Champion North Dakota State Bison. Real Leaders Magazine top 50 speakers.

He has shared the stage with Jerry Rice, Tony Dungy, Colin Powell, Brian Tracy, Ken Blanchard, Jon Gordon and other leaders and legends in the world.

Quotes

"We all have a story. We all have challenges and adversity that we've been through. How you choose to respond to that challenge and adversity is what determines the story that you write."

"Pick the period of time where you feel you performed at your highest possible level. That's your standard. Are you going to allow your feelings to dictate how you show up or are you going to live up to that standard?"

"I'm not one of those coaches that say don't enjoy your life, but just don't make excuses."

"One of the misconceptions is that if you're a coach, you've got it all figured out. I still have two coaches."

About Putting Your Standard Over Feelings 07:30 - 08:40

"Individuals have a tendency to be conditioned to what they've allowed to become what's normal in their lives. So rather than pushing and challenging, we protect ourselves. There's content behavior. We don't take on the challenges. I encourage everybody to think of the perspective. As I shared, I'm not the only individual with a story. Everybody listening right now, you have a story of pain and challenge and adversity that you had to fight through. It's different for everybody but we all have it. In the business world, I would bring that with me all the time. I wouldn't let my feelings dictate. Like, 'Oh, this person hung up the phone on me.' Well, you know what? Having someone hanging up on me is not as bad as seeing my mother come to dinner with an IV stand. So you know what? I'll probably consider that somebody has to come with stronger heat than that to break me."

About Not Letting Your Success Define You 13:06 -13:48

"Jim Kramer is the strength and conditioning coach with the North Dakota State Bison. This is the mindset that many winners have when they live to a standard or show up to a standard. Coach Kramer does not allow players to wear Championship gear in his weight room. You can't wear a National Championship T-shirt, a Conference Championship T-shirt, etc. The reason why he does that, he says, 'What you did yesterday does not define you. What defines you is what you're willing to do today.' A lot of times, it's the little things that make a difference so that has now become a part of their standard. That's how they show up."

About Creating Special Dynamics In Your Relationships 23:15 - 24:24

What is most unique about the Alabama Crimson Tide program is the relationships inside that building. Take winners, for example, whether it's Bill Belichick, whether it's Nick Saban, they want to poke holes at the winners. 'This person does this, this person does that.' Nick Saban loves these players and these players love Nick Saban. The coaches love the players and the players love the coaches. It is a special dynamic within that building. I love those players. There's just something about the relationships. There's something about the focus and intentionality where you're willing to go to battle and dig down deep. Everybody's there to push and challenge each other. When you accept an environment like that, that's not comfortable, not easy and not for everybody, you condition yourself to grow. You condition yourself to fight through that - maybe it's a temporary challenge of a tough workout - you push, and you challenge and you truly do it as a family with one heartbeat as your brothers. That's what they have at Alabama and that's what makes that place unbelievably special."

About Taking it Step-By-Step 28:35- 29:30

"You have to build realistic habits and discipline that challenge the heck out of you but we have to start where you are. So if I was working with you on nutrition, I'd say "If you're doing three cheat meals for the next seven days, let's go down to two cheat meals a day. Let's see how that goes and after seven days, let's go down to one cheat meal a day. After seven days, let's eliminate one of the days of cheat meals.' If we can get in two or three month period of time to you having that one cheat meal a week, you're going to be dropping weight more constant and feeling great about yourself, rather than saying, 'Nah, this isn't going to work for me.' or going, 'Man, I was doing two to three meals. I can't do one. Forget this.' Don't worry about the results, just worry about winning the game of your mind in all areas of your life by applying a little extra pressure, a little extra action, and building the discipline for long-term change."

About Ben's Habits 30:17 - 31:39

I attribute so much of my ability to stay focused and disciplined to my morning routine. So many individuals have heard this and I'm going to tell you the same thing because I know some of you will just cringe, like, 'Oh my God, I'm not going to be waking up crazy early like this guy.' Wherever you are, start somewhere and realize the next level of your success is a math problem. When I used to be behind and undisciplined in my morning workout years ago, I started waking up 30 minutes earlier to reinstate some of the disciplines that were important to me. I recognized in doing that, the 30 minutes a day was 2 1/2 hours a week, times four weeks in a month, it's an extra 10 hours a month. It was an extra work day. You times that by 12 months, it's an extra 12 days a year that I didn't have. Start with 5 minutes, then go to 10, then 15. But to just accept the excuse, which is really the unwillingness to change, then you can't complain to me that you don't have time."

Action Item 37:20 -38:44

Pick one area of your life, not five. Maybe it's working out, maybe it's nutrition, maybe it's work. Challenge yourself. Create a 30-day challenge and over the next 30 days, you're going to change how you show up by connecting to your burn every day. Every morning, wake up and say, 'I'm going to connect that burn, that drive. I'm going to intentionally connect to it because that's what going to cause a different mindset and different actions.' Number two, pick a discipline, a habit, a process-based action step around that discipline and hammer it one day at a time for 30 days. I know you can do this. But for the first 7 days, I want you to make sure

that what you pick was right. Today, commit. Set whatever that goal is for 30 days. But 7 days from now, put a marker on your calendar, 'I'm going to make sure what I pick was right.' What was wrong, you want to tweak it. You don't want to do the wrong thing for 30 days."

Episodes Referred

Ben Askren: <https://jimharshawjr.com/13/>

Share

<https://jimharshawjr.com/share>

Website and Social

Website: <https://www.bennewman.net/>

Mental Toughness Academy:
<https://bennewman.clickfunnels.com/live-order-form>

Twitter: <https://twitter.com/continuedfight>

Instagram: <https://www.instagram.com/continuedfight/>

Facebook: <https://www.facebook.com/Continuedfight/?pnref=lhc>

YouTube: <https://www.youtube.com/channel/UCiLRFbGGcaueQkAjNdw59-Q>