



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #218

Jim Harshaw Jr Solo- Process Over Outcome

We all want to win. Maybe you want the championship, the new house, the car, the job, the business, the status, or the happiness. There's something "out there" off in the future that you want. But why is it that some people seem to not only get the thing but they're also content throughout the journey? What is it about people who focus on the process over the outcome that allows them to be successful and happy regardless of the failures, adversity, and setbacks along the way?

In this episode, I dissect the mindset and tactics of elite performers who seem to shrug off the burdens of pressure, perform at an elite level and focus on the process over outcome. And, as always, I give you tactics on how to do the same in your life.

Quotes

"You can't control if you win or lose. You can control your training, what time you go to bed, the food you eat, your effort, your attitude, etc. But you can't control winning."

"It's about the outcome, not the process."

"It's about small steps, iterating, adapting as you create."

"Anything you try to achieve that's meaningful is hard. Nothing worth doing is easy."

About My Experience of Letting Go Of The Outcome 09:03 - 12:29

"I failed throughout my college wrestling career. Failed to become an All-American, failed to achieve my dreams throughout high school and college. My goal was to win the State Championship in Pennsylvania in high school. I didn't even get on the podium. I failed, got to college and continued my streak of failures. At the end of my junior year, I was at the end of the rope, going, 'What else can I do? I can't run more miles, I can't lift more weights, I can't watch more films. There's not enough hours in

the day." I wrestled and competed all summer long. I wrestled different styles. I went to the Olympic training center. I went to wrestling camp all summer so I could be on the mat, training under different coaches and different workout partners. I didn't everything you could possibly do for years and years on end, but it resulted in nothing but failure. Not getting close to achieving my goal. I entered my junior year thinking, 'What is wrong with me?' My solo goal that entire off-season was to discover, 'What is it that Jim is missing? Am I not strong enough? Do I have to work on my agility, my flexibility, my positions, finishing my shots, what is it?' I asked these Olympian, these national coaches, I ask them what is my one thing? I picked their brains all summer long. And finally, the night before the season starts, West Virginia Open, I thought to myself, 'Holy crap, it's here. You messed up. You didn't do it. You didn't figure out that one thing you were missing. And now, you're going into your senior year, year 17 of wrestling and you don't have it. You're always going to be missing that one piece.' So that night I gave up trying to chase the outcome. I just thought, 'Since I never figured this, I'm just going to enjoy this. I'm going to go out tomorrow morning, I'm going to wrestle my hardest and wherever the chips fall, that's where they fall and I'm going to be satisfied and happy about it. All you gotta do now is go out and compete, whatever happens happens because all that you're doing is all you can do.' Little did I know, that was the missing piece. Letting go of the outcome and focusing on the process. I went out and destroyed everybody. I had a blast. I had the most fun competing in 17 years of competition. Rest of the season was the same way."

Why Focus On The Process And Not The Outcome? 13:18 - 17:45

1. We see other people who have overnight success and we think "That's possible for me too." And it is. People are going to look at that and go, "Man, overnight success. I can do that too. Just like Jim. I'm just going to quit my job and go for it." No. Anybody who've been following me for years will know that I focus on the process. The process was absurd. I would do coaching calls early at 6 am. I used to do them while I was driving to and from work. The absurdity of my schedule was beyond what most people can comprehend. It wasn't hard work, it was inspired action because I followed my own system. I learned what was important to me. I created a life built upon that. Doing this as a side business, I'd still be happy. I was grateful and happy then, and also now. You have to do the same thing. **If you focus on the outcome, you're going to give up to easily.**

2. Let's say you want to lose 20 pounds. Turns out you're focused on the process, not the outcome, but you lose 10 pounds. But in the process, you put on several pounds of muscle and you become leaner. You've discovered weight-lifting or

crossfit and you discover you really love this thing. You become healthier. Now you've focused on the process and the outcome is not what you wanted, but you're actually healthier. That is the process. **The process can lead to different outcomes.** It might even be better.

How Do You Focus On The Process And Not The Outcome? 17:52

1. In my research, I found this article that was titled 'Why You Should Stop Settling Goals.' That's bull crap. You should still set goals. You should still have outcomes that you're aiming for. This is the fundamental truth. We learnt this from Stephen Covey in the *7 Habits of Highly Effective People*. **Start with the end in mind.** You have to have that. "I want to fix marriage, I want to start a business. I want to run a marathon." If you don't have that outcome in mind, like losing 20 pounds, you're never going to discover something new like weight-lifting. The outcome of running a marathon is not just going to happen. You have to have that goal. Not just the goal, but tether that goal to something that you value. "Why do I want to run a marathon. Why do I want to double my salary?" If there's no point, if it's not tethered to a core value, then the first obstacle you face, you're going to give up. Set a goal, and then you reverse-engineer the process. Let's say you want to make a million dollars five years from now. So what is step one? Read this book, join this group, join this organization, start the business, get the training you need, get the degree?

2. As you focus on the process, you're focusing on the number of phone calls you have to make or number of miles you have to run, whatever that process is for you, you have to regularly step back and see the road map. **You have to regularly step back and look at your outcome**, and get a compass bearing on it. Adjust your course if needed. It's called a productive pause. It is a short period of focused reflection around specific questions that leads to clarity of action and piece of mind. Ask yourself, what is the one thing where you can do that'll move you most to your outcome?

3. Who do you think is the most successful person ever? To me, it's Jesus. He had influence. He had the all-time best-selling book written about him. He could cure people. He had the rich and famous following him or wanting to kill him. Everybody knew his name. He could have anything he wanted. But what did he do? He served. He did nothing but serve. **Focus on serving others.** Think about Gandhi, Nelson Mandela, Mother Teresa, think about Steve Jobs, Richard Branson and Elon Musk for that matter. What are they doing? They're serving. It may not be their specific goal but in some way, it was. Think about what these folks created and did with their

lives. Yeah sure, there's some ego there but they're creating things to serve something bigger and greater.

4. Failure is an option. It's okay to fail. That is part of the process. You have to live by this. You can't just listen to a podcast called Success Through Failure and say, 'Oh yeah. Failure is an option.' You can't just tell your kids that it's a good idea. If you're a teacher or coach, you can't just tell your students or your athletes that. What about you? How about your failures and setbacks and adversity and excuses? Failure is an option for you too. It's part of the process. I promise you. Go back and listen to any episode. Any interview that I've done. Failure is an option. It's all part of it. Get used to it. Embrace it and understand it.

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