



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #228 B

Jim Harshaw Jr Solo - Jerry Miller Show/I Love Cville

It's not often that I have a conversation with an interviewer who gets me to bare all. Jerry Miller was able to do just that. In this interview we talk deeply about the challenges, pitfalls, and ultimate fulfillment in living a life of purpose and passion. I share things in this conversation that I've never before shared on the Success Through Failure podcast. I broke it into two parts. Part 1 (#228A) we cover my personal story-- from losing 22 lbs in two and a half days to shaman medicine men. In part 2 (#228B), we get into failure, adversity, and how to reach your fullest potential. You can capture lessons from a dozen episodes of STF in just this one interview. Give it a listen!

Quotes

"Being successful at whatever it is you want to do, it's hard. There's no magic bullet."

"When I was a wrestling coach, I got better as a wrestler. Well, when you're a personal coach, you get better as a person too."

"You have to be authentic and share your failures."

"Your success is on the other side of your fear."

About Inspired Action 48:30 - 50:10 (from start of interview)

"If you have something you're working out for, like you want to run a half-marathon or you want to raise money for charity or something like that, or you want to get healthy so you can live longer and be around for your kids or grandkids, that becomes inspired action. It's when you put meaning behind your action. What we do looks like hard work on the outside looking in, but it's inspired action. It's an important differentiation because digging ditches is hard work. A great anecdote out there is there's the bricklayer. The bricklayer could just be laying bricks, which sucks, or he's building a cathedral. So for me, the process is connecting with people,

it's the biggest thing. Just reaching out and connecting with people, and not doing it for selling people. I don't want to sell anything. I love when people buy but I don't want to sell anything. I just lead with love. If you lead with being caring, authenticity and wanting to lift people up, then the nerve or anxiety that goes into building a business or selling something or promoting yourself as a personal brand as we do, if you're doing it for the wrong reasons, it doesn't come across right. If you do it from your heart, then the world welcomes you."

About Being Successful and Happy 51:11 - 52:17 (from start of interview)

Seth Goldman was the founder and CEO of Honest Tea which was sold for \$100 million to Coca Cola. Now he's the chair of Beyond Meat which is now I think a publicly-traded company, a booming company. This guy, CEO of a massive company when I talked to him a couple of years ago, this is someone who is successful and happy. What I see from him, the most important thing in his life was relationships. People. His family came first. He was physically fit. He was healthy. He paid attention to his own wellness. He took care of himself and he brought his passion to work. He worked as hard as he possibly could. That's what I see when I see a successful and happy person."

About The Secret To Success 01:04:55 - 01:05:59 (from start of interview)

There's one secret to success. People are always asking what is the secret to success. It's hard work, it's networking, it's dealing with failure. But no, it's not. I've interviewed hundreds of amazing people on my podcast. I always ask them to tell me what habits they have and what they credit for their success. For the investor, it's never the investing. For the writer, it's never the writing. For the athlete, it's never the training. It's never the thing you think it's going to be. It's always some version of journaling, seeing a coach/counselor/therapist, meditating, prayer, going on a retreat, etc. It's getting off the treadmill of life. It's not doing, it's stopping. I call it a productive pause, which is a short period of focused reflection around specific questions which leads to clarity of action and peace of mind."

Action Items

1. Write your goals down on a Google Doc. Take that hyperlink, open your online/phone calendar, and paste that link in. Every first Monday of the month, your goals pop up in front of you and you have to review your goals, edit them, update them, change the timeline, edit the action plan, identify your micro-goals, and so on.

2. I take my micro-goals and for two or three days a week, I write them down on a notebook. Old fashioned pen and paper. Every time I do that, I always catch myself going, 'Oh, yeah.' It reminds me of something, like schedule date night with my wife, or sign up for that Spartan Race, make sure I'm making 10 phone calls or new outreaches to people.

Free 30-Minute Coaching Call

<https://jimharshawjr.com/apply>

Episodes Referred

Seth Goldman: <https://jimharshawjr.com/15/>

Kevin Donegan: <https://jimharshawjr.com/23/>

Charlie Brenneman: <https://jimharshawjr.com/217/>

Mark Divine: <https://jimharshawjr.com/45>

Tony Horton: <https://jimharshawjr.com/85/>