



# JIM HARSHAW JR.

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## *Revealing Failure as the Path to Success*

### **Success Through Failure Podcast**

Action Plan Episode #239

Jim Harshaw Jr Solo - Clarity in Crisis

What now? School closed. Events canceled. Work meetings have gone virtual. How do you respond? What do you do? How do you sort through the masses of information yet still live your life? In this episode, I offer a much-needed perspective as well as concrete action items that will position you for facing this unprecedented challenge. And maybe, just maybe, coming out of it even better than ever!

### **Quotes**

"At the end of the day, we're living better than kings 100 years ago."

"Is it useful to think about something and ruminate about the same scenario the 15th or 20th time in a row? Is that useful way to spend your time?" - From the book *10% Happier* by Dan Harris.

"You are uniquely positioned for this. You are built for this."

### **About Discomfort & Over-exaggerating Media 05:47 - 07:42**

I interviewed Joe DeSena way back in Episode 27. He talked about architecting a little bit of discomfort into your daily life. He said, 'I always knew that happiness was not an absolute. It was relative. It's easy to make yourself happy by making yourself uncomfortable, and then going back to comfortable. It's hard to make yourself happy if you're constantly raising the bar. At first you get a new car, then you get a new expensive gold watch, then you need a new house. The ability to make yourself happier diminishes. But if you take everything away and you're fighting for milk every day, then you could just be happy eating a cracker in the rain.' There are billions of people in this world who would give anything to be in the midst of the personal crisis you and I are in right now. So keep that in perspective and architect some difficulty and discomfort into your life every day. Then you'll look at something like this and go, 'Okay, this isn't so bad. I can get through this.' If you listen to the media, everything's going to be terror. Everything's terror. You've got to be

educated but what is the minimum, effective dose for you? You have to turn off the media. Every day, you have to find time where you turn it off. You can't watch the 24-hour news cycle on social media, television, etc."

### **About What You Can Do With Your Time 09:42 - 11:10**

1. This outbreak is going to end so how can you best position yourself professionally and personally, coming out of this? If you're in sales or whatever the field you're in and you're seeing a draught up ahead, go and crush it. I'm not talking about making a ton of sales. What you can do is build relationships and develop trust, you can serve your company, your boss, your customers, your colleagues, your community, etc. How can you care and love and serve these people so that when we come out of this, you're going to be positioned for success? This is like the dollar-cost averaging that we talked about in my interview with Jared Kahmar in Episode 125. You have a finance strategy and you stick to it through the highs and the lows until it averages out.

2. Journaling or talking out loud with a coach or a counselor can give you clarity.

3. Nature abhors vacuum so your time is going to get sucked up with something. Scrolling through social media, binge-watching Netflix or watching the 24-hour news cycle, it's going to get filled. Be intentional with that time. How else can you use that time?

4. I got off a call with one of my clients, Jeff. He was referring to the Success Hotline by Dr. Gilbert and the 'get to vs. got to.' He told me this, 'I GET to spend more time with my family.' Are you thinking that way? Are you thinking, 'How can I actually enjoy this?' Are you thinking, 'Wait a second, did Jim actually say how to enjoy this?' Yes, this is a mindset. If you're out from work and you've got extra time on my hands because everything has shifted, then go to the park with the kids. Go out more to nature. Read. Pick an online course. Use that time wisely. Invest that time.

5. Are you on a roll where you have tough decisions to make? You have to hit the pause button. That's one way to use your time. What we've learned from these amazing guests I've had over the years is they all hit the pause button. Their key to success is not doing the thing, is hitting the pause button and asking questions.

### **Five Questions You Can Ask Yourself 14:42**

1. What's the right decision? Is there a right and a wrong here? Do I choose people or money? **If there's a right decision, make it.**

2. If you make a wrong decision or you make a decision that you believe is right at the time, and then new information comes in and you realize that you didn't make the right decision, then **make the next right decision.** Constantly be course-correcting.

**3. What's important now?** We all are swimming in information and conversations and news outlets and media and social media. So many conflicting voices coming in. What is important now? Think about that question, it's a powerful one that cuts through the clutter.

**4. What resources am I not yet leveraging?** If you're a teacher and you have to teach from home, or you're in some kind of business where you need to sit next to your customer and show something on a computer or demonstrate something to them, use Loom. It's a Chrome plugin that's one of the coolest tool. It's basically screen-casting, screen-recording and it's free. Be on the lookout for resources that can serve you.

**5. Who do you need to communicate with?** Do you need to sit down and have a conversation with your kids? If you're in business, do you need to communicate with your boss? Who do you need to communicate to and what channels can you use? Email, social media, snail mail, etc.?

### **Five Questions You Can Journal On In Our Current Situation 18:04**

Pick one and focus on that.

**1. Where is this creating an unique opportunity for me?** This is how entrepreneurs think and you can too. Is this a career pivot opportunity for you? Is this a unique opportunity to spend time with family or kids or to do that project or write that book or write that business plan?

**2. What is in your power to do about this?** There's a lot that isn't but what IS in your power?

**3. What would \_\_\_\_\_ do?** What would that role model, that mentor, that person you look up to do in this time? What would Jesus do?

**4. What advice would you give somebody else in your exact situation?** You're sitting down there, going, 'My situation is unique.' Well, it is. Everyone's is. But what advice would you give to someone in your exact situation?

### **The Deeper Question 20:50 - 21:19**

"Who are you without your salary, title or position? Who are you not only without your salary, title or position but without your home and your country? What if something happened and you are moved to another country and you're stuck in a refugee camp? Then who are you?"

### **Action Items**

1. Identify a time every day where you turn off the media. Turn off the TV, put your phone down and put it on silent, turn the television off, get away from the media. Spend time with the family, go for a walk, cook a nice meal.
2. What can you do of value? If your industry is a mess right now, can you build relationships with prospects, can you reach out to people, can you show them how much you care, can you spend family time, write that business plan, etc.? What can you do of value right now as opposed to just sitting on your hands?
3. I mentioned the productive pause, which is a short period of focused reflection on specific questions that leads to clarity of action and peace of mind. That includes journaling, working with a coach, prayer, etc. I've had thoughts over the years of extending the definition of the productive pause to this: a short period of focused intention around specific actions that leads to clarity of action, peace of mind and balance in your life. Things like exercise, eating right, getting sleep, etc. Double-down on those core habits that you know you need to do to be the best version of yourself.

### **Episodes Referred**

Joe DeSena: <https://jimharshawjr.com/27/>

Jared Kahmar: <https://jimharshawjr.com/125>

Dr. Gilbert: <https://jimharshawjr.com/33/>

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