



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #240

Jim Harshaw Jr Solo - Here to There

You know there's more in you. You know you're leaving too much on the table. You know that time is running out. You want to get to that next level but how do you do it? And what exactly does that even look like?

In this episode, Jim Harshaw Jr shares 14 things that he did to get from here to there including how he figured out what he wanted, created a plan, executed the plan, dealt with adversity along the way, and eventually got to his "there." And how you can too.

How To Get From There To Here 10:18

1. First, you have to **define 'there.'** What is 'there'? What does it mean to be 'there'? What does it look like? What does it feel like? Define that. Not to promote my own coaching program here, but this is exactly what I do with my clients. This is where we start. We define what 'there' looks like. What is important to you? What is your ideal day? What are some of the goals you have, your financial goals, your relationship goals, your health goals, all of them? Take an inventory of what your life is now and what you want it to look like in the future.

2. In order to define 'there,' you can't wake up today and do the same things you did yesterday. You can't just keep going. You can't just keep listening to this episode and another podcast episode, and just move on with your day and your life. It will not do anything. You have to **hit the pause button.** The secret to success if there is such a thing, is the productive pause, which is a short period of focused reflection around specific questions that leads to clarity of action and peace of mind. You and I both want clarity of action and peace of mind. One of the big ones that I coach my clients to do is **every month, we review goals.** I do it for myself too once a month.

3. You have to have **gratitude.** You have to be grateful for what you have right now in your life. Everything starts from there. I'm not the first expert guru, podcast host,

blogger, internet famous personality, etc. to say this. You've heard this before, but are you doing it? That's how I got from there to here. I built this into my life and I would say out loud during my commute to work what I was grateful for. I also have the Five-Minute Journal app which prompts you every day to write down three things you're grateful for. This has become such a built-in mechanism of my thinking now that constantly throughout the day, I see things, I do things and I experience things and I just go, 'Man, that is incredible.' If you can live from that place, you are bringing positivity into your life and that's where all success starts from; in the mind.

4. When I was driving to work, I would **visualize** this, I would visualize what I'm doing at this very moment. I've seen this in my mind. I've lived it before. I didn't live it then as a future thing that was going to happen. I lived it in my mind as if it were already happening. You can call it whatever you want. You can call it law of attraction, manifestation or faith. There's so many things in the Bible that talk about pray as if you have what you want already. Mark 11-22 says this, *'Have faith in God,' Jesus answered. 'Truly I tell you, if anyone says to this mountain, "Go, throw yourself into the sea," and does not doubt in their heart but believes that what they say will happen, it will be done for them. Therefore I tell you, whatever you ask for in prayer, believe that you have received it, and it will be yours.'* Now I don't have a commute so I do it when I am going to bed. I visualize and I go to that place of where I want to be, but I live it now. I have created a new mindset audio for myself and I listen to it. It's me in my voice, painting a picture of my new there. Another point is the concept of be, do and have. Be what you want to be now. Don't wait until you're healthy and fit to act like a person who's healthy and fit. Don't wait until you have that healthy, awesome relationship until you act like a person who has that. You have to BE that now. So be, do, and then you'll have.

5. I was on a run recently with my neighbor who is also my training and running partner who I've complained about in this podcast before because he always pushes me. He's part of my Environment of Excellence. We're having a conversation during our run, talking about my business. **One of the many things that helped me get from there to here is these relationships that I've created and cultivated over the years.** So many of my clients are people that know me. So there's already this level of trust, like, 'Jim is this person of high character and when he does things, he does things right. He's not going to sell me snake oil.' They know that. So they hire me. They're my best clients now. It's because of my past and how I treated people, how I genuinely cared about people. This was decades ago and it's coming to me now. Are you investing in people? Do you care about people? Do you find that part

of you that not only cares about yourself, but also genuinely cares about other people? Live that out now. Nobody has taught me this more than my wife. I'm so thankful for this lesson that she shares with me all the time.

6. Success doesn't always look like standing on the podium. I was an All-American wrestler. It was a hard thing to do. I was not an Olympian but I was successful at what I did in the college ranks. It wasn't glamorous. On Saturday mornings, I would go into the wrestling room and there was a radio show on the local Charlottesville radio station called 'The Grateful Dead Hour.' I forget exactly what it was named. It would be Grateful Dead music and I would go in and just work out by myself for an hour or two hours, shedding weight, shadow-drilling and just preparing myself. It's just like grinding for my podcasts, recording podcast episodes in my car when I still had my job. That's how I got from there to here. It is not glamorous, getting there.

7. You are replaceable. You're going to have to disappoint people. If you're talking about quitting your job, it's okay to disappoint people. Someone will replace you. You have to not follow people's plans for your life, but your plan for your life. There's a great quote that says this, 'You probably wouldn't worry about what people think of you if you can know how seldom they do.' I know you're important at work, you're important in that circle of friends who likes to go out and eat junk food or drink too much beer or whatever it is that doesn't align with wherever your 'there' is. You might have to disappoint them and say, 'Hey guys, I'm not coming out drinking tonight because I've got to study' or 'I gotta wake up early tomorrow for my training.' Guess what? They'll get over it. You might be disappointing some people but you are delighting others.

8. We go along through life and it's so easy to remember our failures and our setbacks because those are built into us to remind us, 'Hey, don't pull the tail of the saber-tooth tiger. Don't stick your hand in the fire.' That's a program for us to not do things that are scary. So we remember those. Scary brings us pain and suffering. We go around in life thinking, 'Don't do this, don't do that. Remember that time you failed? Remember that time you screwed up?' But I'm telling you this. Remember the wins. Remember the successes. Remember the reasons that you have to succeed because you have a little voice on one shoulder and a little voice on the other shoulder, the proverbial two voices in our head: the good and the bad. Which one are you listening to? I'm going to give you a tactic. **Record your successes** on a Google Doc, in a notebook, just somewhere. Keep a running log of them. Think way back in your life, all the successes, all the compliments, all the wins, all the reasons that you had to succeed. 'I grew up poor so I had this extra drive. I grew up rich so I've been given every opportunity.' Whatever it is, keep track of this. And then,

record them into your phone as a voice memo and listen to them. Play them back to yourself once a week or once a month so you remember your successes and your reasons why you can get there.

9. There are certain things that you have to do consistently to get from there to here. I call them **core habits**. They're probably not going to be the things that you think of. It's probably going to be things like sleep, getting to bed on time, working out, eating right, going on date nights with your spouse if you're married, things like that. These simple core habits that keep things in balance, that allow you to execute at a high level. Identify one core habit for you, and then the second, the third, the fourth, the fifth. Build upon that.

10. Sometimes, things just suck. Sometimes you just get stuck out in the rain. Sometimes, you're waiting at the bus stop and it's raining and the car drives by, the puddle splashes you in the face, just like we saw in the commercials hundred thousand times. Sometimes, it just sucks. Sometimes, you get kicked when you're down. Sometimes you're sick, sometimes you get in an argument with somebody you care about. Sometimes your boss doesn't give you the answer they want. Sometimes you step on the scale, expecting one thing and you see something else. Sometimes it just sucks. Do you want to know how to get from there to here? **In those moments, you have to realize that this is temporary.** This too shall pass. Realize that you'll feel better tomorrow, or next week, or next month. So keep going.

11. Saying yes to one thing inherently means saying no to something else. Of course you can multitask. But if I say yes to reading for 30 minutes before bed, that probably means I'm saying no to something like scrolling on social media. If you say yes to watching a three-hour football game on Saturday, then you're saying no to something else like cutting the grass or helping your kid with their school project, etc. To get from where you're at now to where you want to go, you're going to have to say no. You're going to have to say no or at least, 'Not now.'

12. You will have to step off your path sometimes. You will have to go off-course. I talk about this in Episode 204. I talk about consciously and intentionally stepping off your path so you can get to where you are to where you want to go. What do I mean by that? Well, my coaching program is called Reveal Your Path. We work very hard on identifying what's important, setting goals and micro-goals, creating an environment where success can happen and creating these habits where follow-through can happen. We create this clear path so my clients know exactly what they need to do to get from where they're at to where they need to go. Sometimes, you need to step off the path of one area of your life. Sometimes, you

have to work late and say no to your family so you can do something that gets you from where you're at to where you want to go. Sometimes you have to say no to work so you can spend that time with your family. Sometimes you have to consciously get out of balance in your life. There's this whole debate about work-life balance not being a thing anymore, it's work-life integration. Whatever you want to call it, we're calling it the same thing because that balance doesn't have to balance out at the end of the day, week, month or year. But you will know when you're out of balance and when you're in balance. Sometimes you have to skip your workout in order to take a business meeting or vice versa.

13. Yesterday, I saw one of my former podcast guests on Instagram who's crushing it. I was like, 'Man, look at how many Instagram followers he has. Man, look at all these amazing photographs he has. He must have a photographer following him around or something.' I started getting that bad feeling of, 'Woe is me! What's wrong with me that I don't have that size of Instagram following? I'm not posting any Instagram pictures and shoot, I don't even post that much.' Literally, that moment, I hear the door of the house open. My daughter comes bursting in, up the stairs, into my office. She's six years old. She was yelling downstairs, 'Daddy where are you?!' She comes charging up the stairs, 'I did six pullovers at gymnastics!' I don't even know what a pullover is and she's trying to explain to me. Then I realize this is my 'why', why I don't post on Instagram all the time. I have four kids and I choose to prioritize other things. We just have different lives and different businesses and it's all cool. **Stop comparing and stop competing.** It's not about the other person. It's about you. Focus on your process. Check out episode 218.

14. As I built my podcast, I reached out to a lot of people and I mostly fail. I mostly fail in getting the guests that I want to get on here. As a matter of fact, I've failed for years in trying to get Tim Ferris on the show. I just booked an interview with him in April and that will publish shortly after that. But I mostly fail. Either I get no responses or, 'Sorry, he/she is busy.' I failed in launching my program, Reveal Your Path, many times. I used to run it a little differently. It failed so many times and it was agonizing. In the end, it forced self-doubt into my mind but it did all these 13 other things that I'm telling you about. It built me up and kept me going. **Failure is necessary.** I failed to pay attention to my family at times. I failed to live by my values. I failed to achieve many of my goals along the way. My goal is to be full-time in my business by age 40. By my 44th birthday next month, I will have achieved it. Initially, I struggled at failure. I don't anymore. I believe so deeply at my core that when I fail, I am smarter, wiser, stronger, better, more advanced and ready for more success because of my failures.

The Four-Step Process 43:21 - 43:56

1. Core Values (Principles)
2. Aligned Goals (Aim)
3. Environment of Excellence (Territory)
4. Follow Through (Habits)

Yoel Romero's Terrifying Yet Motivating Speech

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