



# JIM HARSHAW JR.

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## *Revealing Failure as the Path to Success*

### **Success Through Failure Podcast**

Action Plan Episode #242

Gene Zannetti

Gene Zannetti is the founder of Winning Mindset, a company dedicated to helping athletes and sales professionals reach their potential. He's worked with Olympic Teams, UFC Fighters, athletes of all ages, and sales professionals. He was a nationally ranked All-Ivy League wrestler for the University of Pennsylvania. He holds two master's degrees: Exercise Science/Sport Psychology and Clinical Psychology and is a certified school psychologist as well as a certified sports nutritionist and personal trainer.

### **Quotes**

"You have to know your purpose in life. You need to have a very strong 'why'. Our 'why' for Winning Mindset has always been to use sports as a vehicle to build virtue."

"It's the wise person who learns from other people's mistakes."

"My big fear would be things going back to normal and there's a lot of people who are saying, 'Man, I should've done more with that time that I had.'"

### **About Exercising our Injury Recovery Mindset 10:11 - 13:30**

We break mindset down into about 11 different mental muscles and one of our specialty muscles that we have there is injury recovery. That's called specialty because not all athletes have a serious injury during their careers. The reason why our current time is similar to that is an opportunity has been taken away from you through no fault of your own. Now you have to adjust and you have to adjust that something that is a negative situation. Negative here is that we can't do what we normally do. So I want everyone to look at the mindset training that we do as strength training for the mind. A strength coach would take a team or an individual through a series of exercises to both improve on their weaknesses but also, on their strengths. We do the same thing with mindset. Just like there's different physical

muscles in the body, there's different mental muscles in the mind. Everyone can be very physically strong in one area and very physically weak in another area. Same thing mentally. When I was a personal trainer, I would ask people when was the last time they were consistent with their eating or exercise. Almost everyone at some point in time was consistent with all this. When I ask them what changed, almost everyone says the same thing; a change in their schedule. Anytime there's a change in your schedule, you need to update your action plan. You need to **write down what are the areas you are looking to improve**. You need to make a very specific and concrete action plan. As an athlete, you would break it down into mindset. 'What am I doing with my mindset regularly?' What are you doing to improve your technique? It's got to be numerical. Otherwise, it's not really an action plan. At the end of the week, you need to be able to say, 'I did this' or 'I didn't do this.'

### **About Separating Between Important and Urgent 15:08 - 16:00**

Remember, being busy is not the same thing as being productive. You could do a lot and not accomplish a lot of things either. If we're just answering emails, anything that pops up our way and you're doing it, you're busy. But how productive were you? So we need to be able to separate what's important versus what's urgent. Those aren't always the same things. Sometimes, it is the same things but it's not always. An example, self-improvement might not be an urgent thing in your mind. Some other task came up and you've got to do it. But it's certainly an important thing. When people don't take the time to improve themselves, that's when in the long-term they suffer. As I say many times, the most important thing is to make the most important thing the most important thing."

### **About Fear and Building our Foundation 20:06- 23:05**

"Write down on a paper what is in your control during this time of lockdown and what is not in your control. When you have that, then you can look at it and weigh things a little more rationally. When it's in your head, we all have a tendency to make a mountain out of a molehill, especially with fear. Remember, FEAR stands for False Evidence Appearing Real. So fear is by nature, irrational. Not all the time, but it can easily jump to irrational. So what's in your control and not in your control? And then, actually have a plan on how you could improve the different areas that you could control and what are some of the different ways you could think about the areas you don't have control over. What are some of the ways you can mentally cope with that? How could you look at the situation a little bit differently? That's the surface-level answer, which is very important.

Then, there's the deeper level of it. We talk about mental toughness. One of the most important lessons we bring to people, we look at the greatest warriors of all times. The Spartans, the samurais, the US Military, the Aztecs, what do they all have in common? They know what they believe, and they're willing to die for it. We're using an extreme situation here to bring about a point here. Their life is on the line when they go into battle. So how do you overcome or not overcome the fear of death to be able to proceed with the situation? If they have strategies, we can learn from them and what they do. That fear of death, that's directly related to how they know who they are and what they believe. That's why ultimately, we could talk about a lot of different mental strategies and skills. But it all precedes from our ultimate questions; what is it that we actually believe about the world, about life, about God? A lot of times, we sweep that under the rug. I don't know why. Maybe we like to feel like we're the ones in control. But until we answer these ultimate questions, it's hard to move forward from there. But if I'm rock-solid on those answers and I've done research - not just off the top of your head but really do your homework on what the world is about. Is there a God? What is the point of it all? If we don't answer those questions and we don't have a solid metaphysical foundation for what we believe, we're always going to be leaving ourselves open to some kind of danger and to being illogical and irrational.

### **About The 8 Main Mental Muscles 30:10 - 31:17**

The first three are what I consider Phase 1, foundation-level mindset. They tend to cluster together.

1. Goal-setting
2. Mental toughness
3. Motivation

Phase 2 is about peak performance and these five tend to cluster together.

4. Staying the present moment
5. Relaxing under pressure
6. Confidence
7. Clarity

## 8. Aggressiveness

### **About How Successful People Take Charge 32:51 - 33:28**

"The most successful people, they're very good at policing themselves. They don't need to be told what to do. They're also a hard coach on themselves. I mean, they still have coaches but they're good at rewarding their good behavior and punishing their bad behavior on their own. So that's where we recommend you have a concrete, specific action plan. You're trying to improve. At the end of the week, if you did it, give yourself some kind of positive reward. Or there's some kind of punishment. Maybe you don't get to watch TV that night or you have to be off social media for a few days. You try to pick something realistic and you could actually follow."

### **Action Item**

1. Get a coach. Get that mindset coach. Now more than ever, we need to be building more positivity, resiliency and seeing opportunity during adversity. Can you do it on your own? Yes. But you're going to do a much better job if you have someone else, especially an expert who has spent their life studying these success principles.
2. Write out an action plan. Most people do not have an action plan that they can update during a change of schedule. If you already had an action plan before we all got locked in for the Coronavirus, then update that action plan now and get to work immediately.
3. Make sure all of you write down what are your biggest time-wasters, distractions, etc. that pull you from your action plan and write out how you will deal with them.

### **Episodes Referred**

Gene Zannetti - Wrestling Mindset: <https://jimharshawjr.com/11/>

Dr. Steven Hayes - Performance Psychology Hacks: <https://jimharshawjr.com/231>

Jim Harshaw - Clarity in Crisis: <https://jimharshawjr.com/239>

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