



# JIM HARSHAW JR.

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## *Revealing Failure as the Path to Success*

### **Success Through Failure Podcast**

Action Plan Episode #243

Jim Harshaw Jr Solo - How do they

Every look at people like Elon Musk, Thomas Edison, Tim Ferriss, Tom Brady, or LeBron James and wonder, 'how do they do it?' How do they seem to consistently achieve at a level that most can't even conceive? What are their tactics? What processes do they employ in order to break through barriers that others couldn't? In this episode, I share 8 strategies I have learned from world-class performers that you can implement in your own life starting today! Give it a listen or download the action plan now at [www.jimharshawjr.com/action](http://www.jimharshawjr.com/action)

### **Quotes**

"We're all in the midst of a COVID-19 crisis but those who are seeing this as an opportunity are the ones who I know will come through this better. They're setting themselves up for success."

"What you do is you create a vision of who you want to be, and then live that picture as if it were already true." - Arnold Schwarzenegger

### **Eight Steps To Getting There 06:55**

1. I remember when I was wrestling, later in my career, **I would go to bed and visualize** myself in these really important wrestling matches, the big ones. I would visualize three different things. I would visualize myself stepping on the mat and just dominating the match. And then, I would visualize another match and I would see that it would be a battle from the beginning to the end. I would visualize that emotional roller coaster. And then, I would visualize a third scenario where I would go out, get thrown on my back immediately, losing 5-0 and I would have to fight and claw my way back through the match. **I would feel how it feels when I go through that and conquer that. Feeling and living from that place.** When that time came, those big matches came, I had already been there. I had experienced that many,

many times before. If you believe it's possible, then it's possible. It can happen. That's the place that I lived from.

2. I read an interview a little while back about Elon Musk talking about colonizing Mars. He talks about it as if it's something that they're doing. It's not a hope, it's not a wish, it's not a dream. It's something they're doing. What about you and your goals, the things that you want? Are they hopes, are they wishes, are they dreams? **I encourage you to try converting your language** into something like Elon Musk does. Convert it to as though it's a thing you're doing. You may not believe it when you say it but I just want you to give yourself permission to try that language. Give yourself permission to let go of any judgment towards those words that come out of your mouth. Helen Maroulis who I interviewed in episode 143, she's the first ever Olympics gold medalist for United States women's wrestling. She would say 'Christ is in me. I am enough.' So **use affirmations and mantras.**

3. Wayne Kurtz is a triathlete. He talked in episode 47 about how he learned about marathons. Then he learned about Iron Man and triathlon. He did all that. And then he learned about double Ironman so he did that. He learned about something called a triple Ironman. He did three Ironmans back to back to back. It's insane. And then he learned about something called DECA Ironman, 10 Ironmans, so 1 Ironman a day for 10 days. After he did the DECA, the organizer wondered what is the limit here. Is it possible to do a double DECA, a triple DECA? A couple of months after the DECA race, Wayne got an email from the organizers about a triple DECA. I think it was about 60 people who committed to trying this and around 8 or 11 finished. Wayne did this and finished. Talk about maxing out your potential. He actually **writes down his goals every single day.**

4. When you look at a list of the best athletes in the world historically, you will find some names that you recognize. When you look at the list of the worst performances, you're going to see some of the same names. Who do you think has the NBA record for most shots missed? The late Kobe Bryant. Who do you think is the all-time Major League Baseball pitcher with the most losses? Cy Young. When you have a terrible performance, are you just saying, 'I'm not good enough, smart enough, capable enough,' or are you thinking, 'Maybe I can be the greatest among the greatest of all time?' That voice of self-doubt is probably dictating your thoughts but it shouldn't be. So **remind yourself of other colossal failures who've found success.**

5. You have plenty of reasons why you can succeed. Think about these elite performers. They have plenty of reasons why they can succeed. They also have

plenty of reasons why they cannot. They don't have the education, the background, the connections, the money, whatever it is. They know the reasons why they CAN succeed as well. What do you have going for you? Is it experience, background, tenacity, connections, where you live, what is it about you? Do you have examples where you've succeeded in the past? Have people complimented you? Successful people remember these things. You can **keep a success log**, a log of your successes, a log of potential reasons why you can succeed, a log of compliments you've received from others.

6. We're in the midst of the COVID-19 right now and it's hard. So was wrestling for me. I had to deal with illness, injury, setbacks, breaking up with a girlfriend at that time, there are things that will set you back and make things harder. Things you don't sign up for. You have to understand there are ups and downs and failure is the path to success. Whenever you fail, you'll hear self-doubt in your head. You have to correct your language. You have to **understand that there are seasons of life**. You may have a good day and a bad day, a good year and a bad year.

7. Sometimes, you're just not feeling it. That's the same with world-class performers. They still do the thing. They **mechanically do the thing**. They don't wait for the motivation. They say strike while the iron's hot. Don't wait for the iron to get hot. Make the iron hot by striking it. I heard this from Jared Kahmar.

8. Here are some names of people who use this technique: Tiger Woods, Kevin Costner, Barack Obama, Matt Damon, Jack Nicklaus, Sylvester Stallone, and the list goes on and on. All elite performers. You may not agree with the politics of Barack Obama. You may not agree with some of the things Tiger Woods has done. But you can't deny these are people who have accomplished huge things. So put everything else aside for now. They've all done one thing, one practice called **hypnotherapy**. My first encounter with hypnosis was my freshman year in college. The first week of school every year, they bring in a hypnotist. He pulls students out of the audience and he hypnotizes them. Some of them can't be hypnotized and he sends them back and brings some more up. He has them clucking like a chicken and doing all kinds of crazy stuff. I always thought that's what it was. What I've come to learn about hypnotism is that it's none of that. I'm going to learn more about this because I'm going to interview a hypnotist. So keep an eye out in the next few weeks. But how can you use this as a mindset tool like these other elite performers have? So I did three sessions last year with a hypnotist. It was awesome. I had particularly one very big breakthrough that just freed me up from a story I had been telling myself for years. So I encourage you to give that a thought. **It's not really about that one thing, the hypnotherapy. It's about opening your mind to ideas that will allow you**

**to reach your potential.** How do these elite performers do it? They do certain things differently that most people aren't willing to do. That's a fact.

### **About the Environment of Excellence (MAPS) 28:56 - 30:36**

1. Media: External media would be the books or podcasts you listen to versus the negative news, especially these days. Internal messages would be like visualization.
2. Area: Look at the area around you. On your desk, do you have your goals posted, items that motivate you, do you have healthy food and snacks like a glass of water as opposed to soda and candy and junk food?
3. People: Who are you surrounding yourself with? Get around people who are doing what you do or believe in what you're doing and can help you.
4. Speech: When you use the right language, you can create the right feelings. You feel those things happening now.

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### **Episodes Referred**

Erik Weihenmayer: <https://jimharshawjr.com/96/>

Helen Maroulis: <https://jimharshawjr.com/143>

Wayne Kurtz: <https://jimharshawjr.com/47>

Jim Harshaw on Environment of Excellence: <https://jimharshawjr.com/152> & <https://jimharshawjr.com/230>