



# JIM HARSHAW JR.

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## *Revealing Failure as the Path to Success*

### Success Through Failure Podcast

Action Plan Episode #253

Navy SEALs

I've had the good fortune to have interviewed six Navy SEALs or special forces leaders for the Success Through Failure podcast. In this episode, I breakdown the top lessons learned from each of these episodes and offer insights into how you can apply them to your life today.

#### **Quotes**

"If you're not embarrassed by your first iteration, you've launched too late." - Reid Hoffman

"Are you willing to find ways to get uncomfortable for things you're passionate about?"

#### **Lessons From Navy SEALs**

1. Mark Divine, [Episode 45](#)

**"I believe that we all have a unique and discernible purpose. We're here to serve in a powerful way and I also believe that most people don't figure this out."** I hope that's not you. I hope you invest the time and energy and sometimes the money to figure this out.

**"We have to cultivate a practice that I call 'sacred silence' sometime every day, sitting in silence. In the process, we start with box breathing."** You can listen to more on this somewhere around the 9-minute mark of Episode 45.

2. Thom Shea, [Episode 132](#)

**"In the SEAL community, they decided a long time ago that the only way to be successful in combat is to constantly, in training, embrace failure because during failure, you get to see what the real problems are."** They internalize that failure is a

necessary step in order to be successful. Going back to my episode with Tim Ferriss, it's like doing short-term, low-cost experiments. You're going to fail, but you're going to learn from those failures.

**“In the SEAL community, you commit to a mission without knowing how you're going to accomplish it. Because you're committed, there will be about a billion how-to solutions that are readily available because you are committed. In the business community, it seems they wait to be committed until they have a solution.”** Are you willing to commit to your mission without knowing how you are going to accomplish it? You don't have to know how to drive from New York City to L.A. as you pull out of your driveway. You can get there. There's a lot of different ways to get there. When you take that first step, you'll see the next one.

3. Eric Kapitulik, [Episode 154](#)

**“You can stay inside your comfort zone as long as you have talent and you win games. But to compete in championships on whatever chosen battlefield that may be, we've got to get comfortable being uncomfortable.”** I woke up at 4.25 am this morning so that I could go work out with a group of guys and do something really hard. But I knew that would level up my game because I am competing for championships. I'm not just satisfied winning games.

**“You'll never hear me talking about 'Kids these days.' Just saying that phrase, people are expecting negative connotation after it. It's our belief that kids these days were no different than 20 years ago or 40 years ago or 400 years ago. What's different is us. Parents are different. Coaches are different. Teachers are different. Business leaders are different. It's not kid these days.”** I just want to point out this mindset. He's not blaming the kids these days. He's saying it's kind of on us and he says that who's different is us. That's an ownership mentality. That's a great quote but more than anything, I just want you to think about embracing that mentality of not blaming.

4. Eric Kapitulik, [Episode 199](#)

**“For some reason, the freshman's job is to pick up the balls at the end of practice. It's the new guy's job to clean the bus when everybody gets off the bus. That makes no sense to me or any of us at The Program. That's the leader's job to do that.”** Think about that. As a leader, are you willing to do the dirty work? Are you willing to show up early and to stay late and help with things that you might feel are below your pay grade? Are you willing to demonstrate that level of dedication?

5. Rorke Denver, [Episode 163](#)

**“Suffering serves as inoculation against the hard times that you didn’t plan for.”**

This is voluntary suffering. This is chosen suffering. This is hardening yourself. This is creating a resilience and a strength within you. This reminds me of Joe De Sena, the Spartan Race founder who said, ‘If we architect a little suffering in our lives, we can be happy eating a cracker in the rain.’ I love that mindset? Are you finding a way to build some discomfort into your day? If you don’t, you’re just trying to find the newer house, the newer car, the easiest way to go about life and you’ll never be satisfied.

6. Eric Davis, [Episode 166](#)

**“ You can Google the skillsets of a sniper, just like you can Google the skillsets of an author or an entrepreneur or a football player. The ‘what’ is very simple. As a matter of fact, it’s so simple and ubiquitous that it’s what most people get stuck in. It’s the ‘how’ that really makes it work.”**

All the information is out there. You want to be elite at whatever it is, all the information is there. YouTube, books, the internet, everything is there. But are you willing to apply it? Now, I’m not saying this because I’m a coach. I know all the business information and life skill information out there, but I hire and pay money to coaches to help me apply it. If knowledge is all we needed, then we would have everything we wanted. We’ll all be billionaires.

7. Jeff Eggers, [Episode 174](#)

These are three myths of leadership that Jeff Eggers, former General Stanley McChrystal and Jason Mangone spoke about in their book, *Leaders: Myth and Reality*.

- **The formulaic myth** of leadership is the idea that there’s a formula for leadership. Well, there’s not. There are different styles of leadership, different people with different personalities. Some are outgoing, some are introverts, some are extroverts. There’s no one formula.

- **Attribution myth**, where we attribute outcomes to a leader when maybe it’s more than that. It could be circumstantial. We attribute outcomes to a leader when it’s not necessarily just the leader. There are different things at play here.

- **The results myth** is the idea that you should look at results. The truth is good leaders sometimes don’t get good results and bad leaders sometimes get good results, or they win battles because of some other circumstances.

## **Free Clarity Call**

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## **Share**

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## **Recommended Book**

*Designing Your Life* by Bill Burnett & Dave Evans: <https://designingyour.life/>

## **Episodes Referred**

Tim Ferriss: <https://jimharshawjr.com/246/> & <https://jimharshawjr.com/247/>

Joe De Sena: <https://jimharshawjr.com/27>

Bill Burnett: <http://jimharshawjr.com/124>