



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #257

Jim Harshaw Jr Solo - What to give when you have nothing to give

Zig Ziglar said, "You can have everything in life you want, if you will just help other people get what they want."

But how do you do that-- especially if you don't have anything to give. That's exactly what I talk about in this episode.

We all want to give. Or at least we should. Sometimes we feel like, "how am I supposed to give? I'm just little old me. I can't give a million dollars or start a foundation with profits from my business that will build orphanages in Africa." Or maybe you can... I know some of my listeners and readers do have this kind of wealth. But maybe you're too busy or you have other distractions stopping you.

So, we let it go. We forget about giving. We focus on ourselves. Our own self-preservation. Our bank account. Our family. Our job.

There's nothing wrong with focusing on those things.

But what if you could do both? What if actually focusing on others-- what if finding a way to give-- actually helps all of those other things?

It does. It's a weird world that way. Or maybe not so weird. Maybe God intended it to be that way.

I've found that the more I care about others, the more opportunity I have. The more I serve others, the more I feel good. The more I lift others up, the more I get lifted up.

There's a great quote by Booker T Washington that says, "If you want to lift yourself up, lift up someone else." I've found this to be true over and over.

Sometimes when I do, it benefits my business and bank account. At the beginning of the whole coronavirus shut down, I was starting to feel some real anxiety. I'd lost a ton of revenue overnight. Speaking engagements dried up. Two prospective clients pulled back in fear that they might be losing their jobs and didn't want to invest in coaching at the time. I literally had a moment one morning as I was in the shower thinking about this when it hit me.

"How would I ask a client to deal with this?"

I'd ask them how they are uniquely qualified to serve. That led me to realizing that I can do virtual presentations for companies and organizations to help boost morale and share some peak performance tactics. That's led to a growth in my business when I have friends in the industry who are struggling or had to look for work elsewhere.

So, this mindset shift of, "how am I uniquely qualified to serve" led to business growth.

"Yeah, but Jim, you're a coach and speaker... I'm not in your position."

We all have an opportunity to serve! You are uniquely qualified! Your background, neighborhood, or experience... maybe you've experienced tragedy... you're uniquely qualified to serve! We all have a purpose! We all have a unique talent! Nelson Mandela served from prison! "Yeah, but he's Nelson Mandela...." Yes, but you're YOU! NO ONE ELSE IS!"

Here's something else to consider...

I've reached out to connect with friends many times over the past few years. When I have friends in need, I look for little ways to support them. I had a friend experience the tragic loss of a child a few years ago. With zero desire to gain anything, I started reaching out to him to help him deal with his new reality. He and I probably talked every few years prior to this. Now, I'm not a counselor or therapist but I knew I could just love him and serve him. A few years removed from that experience, I've noticed that he's found ways to help me. His company has hired me. He's helped me get an article published in his national industry magazine.

Surprisingly often, it leads to more business. Either they hire me or they recommend me to their boss or they refer me to a friend. It's not the purpose of reaching out and

serving and giving but it's funny how good things happen. I think that's how God intended the world to work.

Sometimes giving comes back and helps my family. I just got back from an amazing time at a ranch in Montana that's owned by a friend of mine. It's an amazing 5-star ranch. I've continued to nurture our friendship and relationship over the years. That led to an invitation to have an experience of a lifetime.

Serving by just connecting is only one way to give. I want to share with you several other ways that I promise will lift up not only others but you as well.

Now, let's look at the flipside. I've often reached out to friends and acquaintances and don't hear anything back. Nothing. Crickets. Or I hear back and we just have a conversation. And that's awesome too. Or I give money or time to an organization and the benefit I get is that I feel philanthropic.

That's all and that's enough.

And other times, I feel like a failure because I've NOT reached out to people in need. I have the same excuses as you... usually "I'm too busy." I get it. But the question is how can you serve right now. Forget the past. Who needs you today?

Let me be clear. There's no guarantee that if you go out tomorrow and do some of the things I talk about here that you'll get a job offer or a big contract or some lavish vacation offered to you. That's not the point. That's never the point.

And if you're sitting there saying, "Well, I serve this person and I volunteer with that organization and I give money to these other people and what have they ever done for me? They owe me."

Have you ever heard that song from Johnny Cash titled "Nobody?" You sound like that guy. Give it a listen. (Chorus at the: 47-second mark).

<https://www.youtube.com/watch?v=XKrVuH2voOo>

So... let's get to helping you build a fulfilling, philanthropic, giving life that's full of the love and blessings that come from giving.

Quotes

"I asked myself how am I uniquely qualified to serve, and that led to growth."

"I believe that's how God intended the world to work. You give, you love, you serve, and good things happen. It's not guaranteed to happen. Most of the time, you'll never see or know anything coming back to you and you shouldn't be looking for it. If you do, you're doing it for the wrong reasons."

About Lifting Ourselves Up By Lifting Others 03:20 - 4:20

"Basically, the idea is most companies and most people say, 'I can do either this or that. I can offer either great service or low prices.' Well, you know the Walmarts of the world who do both. You have companies even like Amazon today who offer great, amazing services and for the best prices, where do you go? You go to Amazon. So what if we can actually take that mindset and apply it to our lives? What if we can focus on others and finding a way to give while helping those other things I just talked about? In a weird way, whenever we do focus on giving, we tend to lift ourselves up. There's a great quote by Booker T. Washington, 'If you want to lift yourself up, lift up someone else.' I found this to be true over and over in my life."

About How We All Have A Purpose 07:13 - 07:34

"We all have a purpose. We all a unique talent. We all have unique experiences. Nelson Mandela served from prison. 'Yes, but he's Nelson Mandela.' Yes, but you're you. Nobody else is you. You have this unique opportunity, this unfair advantage. So how do you serve?"

Ways to Serve Other People 13:57

1. Time

'Oh, I don't have time, Jim.' Well, I don't have that either. So just be patient. If you don't have time, I've got more here that I'm going to share with you that really doesn't require your time. Here are some pretty obvious ways you can give. **You can volunteer for something that you care about.** Go volunteer for that organization. Guess what? You're probably going to make some great connections with like-minded people there as well.

Think about somebody you can brainstorm with. Maybe it's a boss, a friend, a colleague. **Just offer an ear.** Offer your time in terms of just being a sounding board.

Help somebody, a neighbor, a friend, a family member. Help them move. Help them with a project. Help them with some yard work. I've got a neighbor friend of mine who we haven't really known each other all that well but he came over and helped me install some cabinets at my house a few years back. That was awesome. I want to help this guy any way I can because he gave up his time to help me.

2. Connections

Networking is so valuable. Chris Rock said, '80% of people in this country have their job because of someone they know.' Think about that and the jobs that you've had in your lives. I think pretty much every job that I've ever had, there was some kind of connection there. So can you provide a connection? Can you help someone in some way? I recently had been connected with Daniel Cormier. He's a UFC Champion. I got connected with Ken Blanchard. He's written a lot of great books. I got connected with Steven Pressfield who I interviewed in the last episode. I got connected to these folks through different friends of mine. I'm always trying to find ways to serve with all of these friends that have connected me with all these amazing people

3. Tools, Gear, Equipment, Stuff

Loan something to someone. I'm the only guy in the neighborhood with a power washer. So everybody always wants to borrow my power washer. I got really good dog clippers. Our dog, Pax is a Spaniel mix with a Poodle. His hair is so, so thick so we got him these great, high-quality shaver. People like to borrow it. Loan a neighbor a tool. That's an awesome thing to do. Be generous like that.

4. Fix something for someone

Fix something for someone who needs help. Do you have a skill? Can you fix computers or a door handle that's wiggly? Get a screwdriver and fix that for somebody. How can you serve and find ways to give and help somebody?

5. Offer Something to Someone You Don't Even Know

I remember when I was working at the University of Virginia, I had these really nice lapel pins. People would always comment on it and I would just pull it off my chest and hand it to them. People are always so shocked. 'Oh my gosh, you don't have to give me your lapel pin right off your chest!' Well, they didn't know that I had another

one in my pocket. But it was a way to give. People love that. Find ways to be generous. These days, it's so easy to be generous to someone. You can order something off Amazon, like a book. You can do it in five minutes or three minutes right now. You can send a little gift card, like, 'Hey, I'm thinking about you. I saw this and I thought you might like it.'

6. Support and Love

So many people have said nice things to my sister. She lost her husband tragically and I just remember the nice things and the love, the outpouring of love that came from so many people. I am ready to believe that's all that's kept her afloat, it's just that love and her faith in God. Can you love somebody? How can you spread love in the world? Who can you love? Maybe you see something on Amazon or Facebook Marketplace or some social media post or an article and text it to someone and say, 'Hey, I was reading this and I thought of you.' That's a great excuse for reaching out to people. If you're looking for an excuse to reconnect to somebody and reach out to them, do this. Send them an article, a post, send them something."

Recommended Books

[Build to Last: Successful Habits of Visionary Companies](#) by Jim Collins & Jerry Porras

Free Coaching Call

<http://jimharshawjr.com/apply>

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Episodes Referred

The Superpower You Can Use for Good or Evil [Episode 248](#)

Fix Your Relationship: Practical and Actionable Steps for Improving Any Relationship: [Episode 170](#)

Breaking Limiting Beliefs and Finding Opportunity Among Uncertainty: [Episode 245](#)

How to Build Relationships and Trust: Tactics for Getting What You Want in Life: [Episode 236](#)