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Revealing Failure as the Path to Success

Success Through Failure Podcast

Are Cliches True? Decoding the Language of World-Class Performers

Action Plan Episode #264

Are cliches true?

You hear championship coaches recite cliches ad nauseum during interviews. You've heard them 1,000 times.

"You gotta believe."

"Showing up is half the battle." Blah, blah, blah!

Right?

Or is it possible that these cliches are the secrets to success that just need some context?

In this episode, I cover cliché meanings and provide a list of cliché examples. I cover cliché definitions so that you can decode the hidden language that world-class performers use every day.

Quotes

"We always look for answers, but oftentimes the answers are right in front of us. We just refuse to see them."

"It's about fully accepting who you are. Be yourself. People love that authenticity. It leads to credibility."

Why you're dismissing cliches easily and why you shouldn't

And now that I'm a coach, I realized that I started catching myself using cliches. Most people think these cliches go in one ear and out the other because we've heard them a million times. But I realized that these weren't hollow words that I

was saying to my athletes. They had felt like hollow words for years when I wasn't achieving at the level that I wanted to achieve. I was dismissing them because I'd heard them a thousand times and I'd go off in search of the answer and the next shining object. But oftentimes the answers are right in front of us, but we refuse to see them.

People want solutions. These solutions I'm talking about could be found in the Bible, but we're also talking about high performance, maximizing potential, rising above mediocrity on how not to be average, how to find balance in your life. And it's in these cliches that we've heard our entire lives. We hear the answer and it's some answer that we've actually heard before. And so we dismiss it and we go on to look for some other solution. Maybe it's in the next book, the next podcast episode, some silver bullet, some pill or radical new idea.

Is 'you gotta believe' cliché true?

"You gotta believe." If that cliché is coming from your deadbeat Uncle, it doesn't mean much. If it comes from an Olympic champion, you just think to yourself, 'ah, that's just what successful people say.' You just shrug it off thinking he's only successful or she's only successful because they have some innate ability, so I can't be successful.

No, it's a cliché because it's a foundational truth. You have to believe it. What if you actually took the time to cultivate belief? What if you actually did the research to figure out.

So how do I create belief? By believing that something is true before it happens. And it's about faith. It's visualizing. The Bible actually talks about it. You've got to believe there's a higher purpose. You've got to believe that what you want, and what you dream about, is actually possible.

So, is this cliché true? Yes.

'Just be yourself'

"Just be yourself." Well, of course! Who the heck else could I be? It's a stupid cliché, right? But most people aren't okay being themselves. They try and they struggle to be somebody that they're not in order to try to keep up with the

Joneses. They set goals based on what's parked in their neighbor's driveway. That's not being yourself. They feel like they're going a hundred miles an hour all day long, they get a hundred things done, but they don't really move the needle toward what they really want in their life.

It's about fully accepting who you are. Be yourself. People love that authenticity. It leads to credibility. Be yourself. And I challenge you to go through the world and notice whenever people open up. When people truly share something about themselves, does your respect for them increase or decrease? I promise you it will increase as you see people being truly and authentically themselves. Your respect for them increases. So the "be yourself" cliché? True.

The secret sauce to success cliches

'First one in, last one out.'

Listen to these cliches with a different set of ears and awareness. You would typically let these drift past you, in one ear out the other. Instead, realize that these are secrets to success.

'Nothing good comes easy.'

Is it hard for you right now? Are you working really hard at something that you want? Something good? Guess what? It's not likely going to come easy. Healing a relationship, losing 20 pounds, making more money, getting the promotion, starting the business. It's not going to be easy.

'You've got to do the little things.'

Do I really have to do the little things? Yes, you do! If you want success.

'It's all mental.'

What does that mean? Well, if you don't know what it means, go work on your mental game. Read a book about it. Figure out how to up your mental game.

'He or she's a real team player, I'm just a team player.'

You've heard that cliché before, right? Are you a team player? Do people respect you because you're a team player? Do you serve? Do you care? Do you carry the

bag instead of making the freshmen do it? Whatever that equivalent is in your world, in your office, can you pick up the piece of trash laying on the floor, or are you going to wait and let the custodian do that? No, be a team player.

'Blood, sweat, and tears.'

'You know, it's been blood, sweat, and tears to get here, to get to this championship.' That's just something champions say, right? Guess what? It can be hell getting to the top. You're going to have to say no to things that you want to say yes to. You might have to say no to a donut. Those bad days, blood, sweat, tears, they will happen on your path.

The difference between hard work and inspired action

There's a difference between hard work and inspired action. It can be hard work to get there, but really it's about inspired action. I was inspired to come back after that day with tears in my eyes. I came back into the wrestling room the next day re-inspired to take action. It wasn't hard. I mean, it's hard work, but really it was inspired action because I knew the purpose behind it.

Tactics on how to control the uncontrollable

I read a book about Bruce Lee taking something that's in his mind that he doesn't want there. You're dwelling on something. You're stressed about something. Write it out on a piece of paper and take that piece of paper, you crumple it up and you burn it. Burn it and it's gone. That helps you let go. That helps you focus on what you can control. And you can do this in your mind as well. Close your eyes, envision yourself writing something down. Whatever that negative thought is, write it down. That thing that you're dwelling on, that negative comment that you got from somebody that's inside of you, write it out. Visualize yourself writing it out. Wrinkle it up into a ball. Light a match. Hold the match under it and watch this piece of paper just catch fire, burn and disintegrate into nothing. You can focus on controlling the controllables.

Action Items

I just gave you a bunch of cliches. I hope you realize the truth behind these. Cliches are real when you're hearing them over and over coming out of the mouths of world-class performers. Don't ignore these success tactics that are right in front of you.

Episode Referenced:

- [#259 Nine\(9\) Weird Mindset Hacks That You Can Use To Break Limiting Beliefs](#)
- [#231 A Performance Psychology Hack 40 Years in the Making: Dr. Steven Hayes Shares the Secret to High Performance and a Meaningful Life](#)
- [#67 Finding Purpose, Peace and Hope Through Instability: Division I Head Coach Steve Garland](#)
- [#149 Run on Rocketfuel: The Truth About the Ketogenic Diet with Drew Manning](#)
- [#155 Making Success Easy\(er\): Turning Hard Work Into Inspired Action](#)

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