



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #296

Think Like Elon: Provocative Questions and Tactics for Unleashing Your Inner Greatness

How do people like Elon Musk, Richard Branson, and Steve Jobs, get outsized results? How do they think and operate at a level so much higher than everybody else? How do they get so much done in the same amount of time that we have?

Here's why: their default thinking is at a higher level than almost everyone else.

Most of us question whether or not we can earn enough to retire or put our kids through college, let alone investing billions into colonizing Mars.

While I feel I'm only about 10 steps up my own Mt. Everest— getting to where I'm at now was a huge goal for me. Doing what I love and earning more than I ever have with the flexibility to travel and spend more time with family. It required deep mindset work and oftentimes weird tactics to create breakthroughs and to outthink my own limiting beliefs.

It's the same with these world-class performers.

What is it that these world-changers are doing differently? They're stepping back, asking different questions, and operating at a higher level.

Today I reveal to you tactics, questions, and mindset hacks that let you outthink your own limiting beliefs. Tune in now and let's talk about these 11 high-level thinking questions to ask yourself to create powerful clarity and your long-awaited breakthrough in life.

Top Quotes From This Episode

"If there's such a thing as a secret to success, it's not doing the things that successful people are known for. It's always some version of hitting the pause button."

"We don't realize our habits and our default thinking unless we step back and ask ourselves a powerful, productive pause question, that's going to help us get outside of ourselves."

"Start making those decisions to invest in your business, invest in yourself."

"Go try something that you're afraid of doing and where failure's a very real possibility. Go do it because you will learn."

Show Notes

This episode touches on the following key topics and ideas:

- **Pathfinders Retreat (1:45):** Become a Pathfinder and join us on May 22. [Click here to apply.](#)
- **Productive Pause (12:12):** "A short period of focused reflection around specific questions that leads to clarity of action and peace of mind."

11 Powerful Questions for Clarity and Breakthrough

1. What does this make possible? (14:42)

- Ask yourself this question when you're faced with adversity or setback. "What does this obstacle that I'm facing right now make possible?"

2. What's my unfair advantage? (How am I uniquely qualified?) (16:20)

- Use this one when you're wrestling with self-doubt and leverage these unfair advantages of yours to reach your goals and success.

3. What am I afraid of? (17:45)

- Think of this question whenever you're trying to uncover your fears or whatever's holding you back.

REALLY go deep here. Is it the big phone call? The rejection? The failure? What will people say?

(BONUS QUESTION)

How has my childhood perfectly prepared me? (19:03)

4. What would you need to believe in order to achieve your dreams? How's that different from what you believe now? (20:41)

- This will help you identify limiting beliefs— beliefs that are holding you back.

What has to change in your thinking process? What do you have to do differently? Once you're able to identify these, work on your [mindset](#).

5. What is the next version of myself doing? (21:38)

- Ask yourself this if you want to identify routines, habits, or default thinking that you feel might be holding you back. Think about that next level of you; that another level of you that you're going to get to.

How would I be acting if I actually believed I could do it?

6. What's one thing that, had you been doing it consistently for the past year, would have most positively impacted where you're at today? (26:53)

- This might be in your business, finances, health and fitness, or your relationships. And the answer to this will probably be what you should start doing today.

7. What's the challenge? (27:49)

- After you get a surface level answer, you then ask the next level of this question, "What's the real challenge?"

Followed by the third level of questioning, "What's the real challenge for you?"

8. What if I could only work 2 hours per week (or 1 hour per day)? (29:59)

- This is a great question to help you break out of the minutia and start working on your highest value work.

9. What's the 80/20? (31:40)

- Or the Pareto Principle. What's the 20% of your efforts that are giving you 80% of your results? Focus on the top 20% of the work that you do.

Listen to [STF episode 233 with David Finkel](#) where he talks about the 1% of what you do that results in 80% of your results or the few things that you do that give you huge results.

10. Wait, what? (33:30)

- Use this if you want to question your own and other's assumptions about you or them.

"Wait, am I assuming something? What assumptions am I basing this off of?" Evaluate your assumptions.

11. What can I fail at? (35:54)

- When you know that you need a breakthrough, when you feel that you're stuck, use this question.

List of Resources Mentioned in the Episode

Ramit Sethi: iwillteachyoutoberich.com

Calendly.com

60 Minutes featuring Jeff Bulington: [Teaching kids a "poker face"](#)

James Ryan's ["Wait, What?: And Life's Other Essential Questions"](#)

Want to talk to a personal performance coach?

Want to consider executive life coaching? Claim a spot on Jim's calendar for your free one-time clarity call: JimHarshawJr.com/APPLY

Enjoyed the podcast and want to hear more? Head on over [here](#) for more!

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Other Episodes Referenced

[#246 & #247 Interview with Tim Ferriss: Secret \(or Not-So-Secret\) Routines, Experiments, and Absurd Questions from a World-Class Performer](#)

[#78 Tom Flick: How a Former NFL QB Helps Companies Grow Their Most Valuable Asset: Their People](#)

[#80 Michael Bungay Stanier and The 7 Simple Questions Leaders Need to Ask](#)

[#233 Reclaim Your Life: Working Less, Earning More, and Living Your Best Life with CEO, Author and Speaker David Finkel](#)

[#259 Nine\(9\) Weird Mindset Hacks That You Can Use To Break Limiting Beliefs](#)

[#293 A Remarkable Story of Discovering Success, Failure, and Hope in Mississippi: Dr. Jeff Bulington of Franklin Chess](#)

[#176 Finding Your Place in the World: From Rock Bottom to World Champion with J'den Cox](#)