



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #336

Dr. Nate Zinsser

Dr. Nate Zinsser is the Director of the Performance Psychology Program at the United States Military Academy at West Point— the most comprehensive mental training program in the country. Since 1992, he has helped prepare cadets for leadership in the U.S. Army.

He has been the sport-psychology mentor for elite athletes, including two-time Super Bowl MVP Eli Manning and the NHL's Philadelphia Flyers, as well as many Olympians and NCAA champions.

Dr. Zinsser has also been a consultant for the FBI Academy, U.S. Army Recruiting Command, and the Fire Department of New York.

He recently released his book, "The Confident Mind," which offers a fascinating guide to the science of confidence and provides readers with a step-by-step program to best harness their belief in themselves to achieve success.

Listen in as Dr. Zinsser takes us into a deep dive to the power of confidence: how to achieve it, how to leverage it, and how it can help you reach success despite— and because of— failure. Tune in now!

Top Quotes From This Episode

"The path toward success is never straight, it's full of deviations. As long as you are continuing to strive to minimize the deviations, you're doing fine."

"Victorious warriors win first and then go to war, while defeated warriors go to war first and then seek to win." (Sun Tzu)

"The way you think is gonna affect your emotional state and that directly connects to all kinds of your physiology."

"Every change starts out with a little bit of delusion and that's ok."

Show Notes

This episode touches on the following key topics and ideas:

- **The jagged road to success (3:06):** The great misconceptions about success in the modern world
- **On confidence and self-doubt (5:52):** Dr. Nate on being certain about yourself at whatever level of competence you possess.
- **First victory (8:27):** Achieving the sense of certainty about oneself
- **Affirmational Self-talk (9:02):** The power of words to create physiological change
- **The Cycles (14:25):** The Sewer Cycle vs The Success Cycle
- **More than just delusional thinking (18:07):** Dr. Nate discusses constructive and effective delusional thinking
- **Moment of truth (20:57):** Learning how to see failures as "temporary, limited, and non-representative experiences"
- **On perfectionism (26:38):** The difference between "striving for perfection" and "destructive perfectionism"
- **Take it from Tony Gwynn (30:04):** Dr. Nates talks about baseball player, Tony Gwynn, and the lessons to learn from his hall of fame baseball career
- **"The Best of Times" (32:14):** On how we tend to define ourselves with the errors we make
- **Suspending conscious deliberate thought (35:19):** Define one thing to focus your senses into
- **Look back on your day and journal (43:24):**
 1. A "quality effort" you did for the day
 2. Identify a small success or two
 3. Where am I making progress?

List of Resources Mentioned in the Episode

Dr. Nate Zinsser's book, ["The Confident Mind: A Battle-Tested Guide to Unshakable Performance"](#)

["Endure: Mind, Body, and the Curiously Elastic Limits of Human Performance"](#)

[The 10 Worst Performances by a QB in NFL Playoff History](#) (article)

["The Best of Times"](#) (movie)

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

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