



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #338

Matt Onofrio

Just a few years ago, Matt Onofrio was one of the best-trained anesthesia professionals in the world. When his life as a nurse anesthesiologist plateaued, he decided to leave the traditional path to wealth and journey on the life he has always wanted to live.

Although Matt's background is in medicine, he has a deep understanding of commercial real estate focused on Triple Net Investing. It was here that he found that missing piece in his life.

This is not an interview about an avenue to creating massive wealth and freedom— though you may find exactly that.

This is an interview about making a mindset shift around what's possible for you despite your limiting beliefs, past failures, and setbacks. This is about one man who discovered a new way of approaching wealth that gave him everything he was looking for.

Learn how Matt braved the seemingly impossible journey despite— and because of— his failures. Listen now.

Top Quotes From This Episode

"Where focus goes, energy flows."

"You don't have to get 100% better, just get 1% better... Just always getting better every day is very fulfilling."

"You have your own unique path, your own unique way of getting there. And there isn't a right or wrong way. My way was my way."

"I want more of failure in my life, even though it's a painful thing to say. But whenever I see more of that, I'm going to see more growth."

[Mark 11:22-24](#): *"Have faith in God," Jesus answered. "Truly I tell you, if anyone says to this mountain, 'Go, throw yourself into the sea,' and does not doubt in their heart but believes that what they say will happen, it will be done for them. Therefore I tell you, whatever you ask for in prayer, believe that you have received it, and it will be yours."*

Show Notes

This episode touches on the following key topics and ideas:

- **The huge pivot (3:13):** Matt shares how he took off the "traditional path" to live the life he truly wanted
- **Inside Work (4:56):** The mindset shift that led to Matt's financial freedom and success
- **The 4 Mindset Shifts (7:02)**
 - **(7:16) Active to Passive Income:** Time is the biggest asset
 - **(10:04) Income vs Net Worth:** Increase your net worth or cash flow and watch all the other pieces come into line
 - **(11:50) Six figures to seven and beyond:** Everything we do in life is a target.
 - **(13:46) Debt Negative to Debt Positive:** Debt is actually a hedge against inflation.
- **Vivid Vision (15:25):** Suspending your disbelief, visualize your ["miracle day"](#) and get them on paper.
- **Financial vs fulfillment goals (18:32):** Matt explains why he's still "working on the mindset" despite his financial success
- **Eliminate your limiting beliefs (20:25):** Don't measure yourself against others, measure yourself against YOU and the effort you're putting in
- **Your way is your way (23:45):** On living in the Law of Attraction
- **On the side of faith (26:39):** Faith and the wanting to have financial freedom aren't mutually exclusive
- **[Environment of Excellence \(30:22\):](#)** Matt encourages you to get a mentor or a coach to instill belief in yourself
- **Let's talk about failure (31:50):** Matt shares his struggle of finding what he wanted to do in life
- **Triple Net Investing (35:23):** Matt explains this "super passive and scalable" asset
- **What's an action item the listener can take in the next 24-48 hours? (37:11):**
 - Read Cameron Herold's ["Vivid Vision: A Remarkable Tool For Aligning Your Business Around a Shared Vision of the Future"](#) and start creating your vivid vision

- Pre-order Matt's book, ["The Insider's Guide to Triple Net Investing"](#)
- Spend some time with yourself and create some self-awareness of what do you really want, why do you want it, and how are you going to get it?
- Hire a performance coach or mentor who will "turn decades into days."
- **How to start investing in real estate (38:29):** Matt gives tips on how you can start your real estate journey

List of Resources Mentioned in the Episode

Robert T. Kiyosaki's ["Rich Dad's CASHFLOW Quadrant: Rich Dad's Guide to Financial Freedom"](#)

BiggerPockets Podcast 447: [Create Your Dream Life in 3-5 Years Using Vivid Visions with Cameron Herold](#)

[Why I teach my children to fail | Jim Harshaw | TEDxCharlottesville](#)

James Clear's ["Atomic Habits: An Easy & Proven Way to Build Good Habits & Break Bad Ones"](#)

Grant Cardone's ["Be Obsessed or Be Average"](#)

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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Other Episodes Referenced

[#295 One Revolutionary Yet Simple Tactic for Releasing Your Doubts and Breaking Barriers with Hale Dwoskin](#)

[#307 Jack Canfield on How Exactly to Use Visualization and the Law of Attraction to Create Breakthrough Success](#)

[#323 Mindset of a Champion from a Champion: UFC's Michael Chandler on Success, Failure, and Your Journey to Greatness](#)

[#316 Performance Beyond Exponential: Jay Abraham Shares the Philosophies Behind Breakthrough Mindsets](#)

Guest Website and Social

Matt Onofrio

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