



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #364

Cody Smith

Cody Smith is the living proof that "nothing is impossible." From being homeless to losing his mom at a young age, he had every excuse to not succeed. But his story turned out differently.

For Cody, it's not the strong that survive, it's those who are willing to change—and the easiest way to change is to track your habits. It took years of bad experiences, bad habits, and self-destruction for him to learn that knowing where you've been explains how you got to where you are and creating better habits will show you where you're going.

He believes that small consistent steps lead to revolutionary big leaps, which gave birth to his Geared 4 Life company and habit tracking system.

From working on multiple jobs to make ends meet, he now owns multiple businesses. He also manages a real estate team and is actively investing in real estate and different businesses— all while enjoying life with his beautiful wife and daughters.

Cody joins us in this episode to share his own success through failure story—from growing up living an unconventional life to finally securing success in his personal life and in the real estate business.

Tune in now.

Top Quotes From This Episode

"You grow through what you go through."

"I never wanted to give up. I never wanted to have to go back and say that I failed."

"Your circle of influence is, by far, one of the best things you could ever have that's better than gold."

"Where progress can be measured, progress can be made."

"You don't get out of life what you want, you get outta life what you focus on."

Show Notes

This episode touches on the following key topics and ideas:

- **Cody's childhood (1:59):** Cody shares the rough road he had to go through growing up.
- **Far from normal (7:20):** What it's like to live an unconventional life.
- **The spark (8:53):** The conversation Cody had with his aunt that forever changed his life.
- **The next chapter (11:39):** How Robert Kiyosaki's book, "Rich Dad Poor Dad," helped the 19-year-old Cody purchase his first two-unit property.
- **Nervous, scared, and clueless (14:29):** The challenges Cody faced as a young, first-time property owner.
- **The pivot (18:04):** How Cody turned his life around from being a party boy to a successful real estate agent.
- **The burgeoning empire (22:50):** The impact of Cody's circle of influence on his success.
- **Top of his game (25:14):** Cody on owning 23 properties at his peak.
- **Cody's biggest failure (26:35):** On losing grip on the areas of his life.
- **Bringing back the balance (27:51):** The importance of tracking your progress.
- **On joining [Reveal Your Path](#) (32:57):** The value of having a coach.
- **A son's heart (37:26):** Cody's message to his late mother.

What's an action item the listener can take in the next 24-48 hours? (38:36)

- Build a circle of influence that will push you forward
- Download the [Geared 4 Life Tracking App](#)
- Allot spaces on your calendar for the other areas of your life outside of work— date nights, bonding time with your kids, your habits, etc.

List of Resources Mentioned in the Episode

Robert Kiyosaki's ["Rich Dad Poor Dad: What the Rich Teach Their Kids About Money That the Poor and Middle Class Do Not!"](#)

[Geared 4 Life Tracking App](#)

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Guest Website and Social

Cody Smith

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