



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #369

A Cheat Code for Success: Guaranteed to Improve Performance, Consistency, and Follow Through

I had an intriguing conversation with a client recently...

In the past few years, he went from a guy who didn't really work out much to working out regularly. He even took on the challenge of doing the [Murph workout](#), which he successfully completed.

A year later, he committed to doing the Murph again, but due to work and other commitments, he trained less yet, surprisingly, he completed the Murph even faster!

How is that possible?!

In this episode, we're going to talk about the "cheat code" that my client used and how you can implement the same concept to transform your life and performance in any area: your career, fitness, or otherwise.

After listening to this, 1) you'd be more willing to do the thing you fear because of fear of failure and 2) you'd be more resilient in the face of failure. So take action and tune in now!

Top Quotes From This Episode

"Failure's cool. Failure's fine. Failure's okay. We're not seeking it, but it's part of the path. We get better because of failure."

"Put yourself around different people. Not only are you performing at a high level, expecting at a higher level— but guess what? You're going stop doing one thing and start doing more of something else because your standard has changed."

"When you get around other people who have higher standards, your standards change, too."

"My standard changed when I got around the right people in different times of my life and whenever I made big, hard commitments."

"When you raise your standards, [you'll] be able to face that thing that you fear head on."

Show Notes

This episode touches on the following key topics and ideas:

- **Episode takeaways (0:25):** (1) Help you be more willing to do the things you fear and (2) be resilient in the face of failure.
- **Hey, Siri and Alexa! (2:13):** You can listen to the Success Through Failure podcast on your smart speakers.
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- **The impetus (4:01):** How a Pathfinder improved his Murph performance despite less training.
- **Change in standards (5:23):** When people come into [Reveal Your Path](#), I often see standards change as their lives change.
- **Failure's part of the process (6:00):** This episode is not an antidote to failure.
- **Based on true stories (6:56):** Here's how others implement the "cheat code" in their lives:
 - **(7:01)** How a new environment changed [Tom Ryan](#).
 - **(8:45)** Learning a whole new standard of effort from Mike Krafchik.
 - **(10:42)** Discovering a new standard of hard work from Jon McGovern.
 - **(12:41)** Setting my running standards with the help of a running partner.
 - **(14:36)** How I assimilated my accent when I moved from Pittsburgh to Virginia.
 - **(15:23)** Jesus set the standard for loving and caring.

- **(15:52)** I understood what “rich” means when I got to the University of Virginia as a fundraiser.
 - **(16:18)** When you listen to Marines, your standards for excellence and toughness will change.
 - **(16:26)** Your standards can go in the wrong direction, too, if you hang around people who are bad influences.
- **Primary factors that affect your standards:**
 1. **(16:38)** Getting around people who are doing the same thing.
 2. **(17:33)** Commitment

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Other Episodes Referenced

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[#278 The Dos and Don'ts of World-Class Leadership from the Expert Himself: Ken Blanchard](#)

[#342 The SEAL Who Killed bin Laden: Robert O'Neill on Fame, Jealousy, and PTSD](#)

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[#368 Chosen Suffering: How Tom Ryan Found Faith, Success, and Healing Through Pain](#)