



# JIM HARSHAW, JR.

*Clarity of Action. Peace of Mind.*

Success Through Failure Podcast

Action Plan Episode #402

## **Beyond Results: Why Performance Matters More Than The Outcome**

Success is about achieving results; it's also about how you get there.

In this episode of [Success Through Failure](#), we explore the value of performance and the importance of focusing on what you can control.

We also look at how failure can be viewed as an option that leads to greater success. And as always, we'll leave you with an actionable takeaway that you can apply in your life right now.

Whether you're an entrepreneur, leader, athlete, or simply someone looking to move forward, this episode is for you.

Tune in now and focus on the things that truly matter as you start your journey towards success!

### **Top Quotes From This Episode**

*"Don't accept in victory what you wouldn't accept in defeat." (Tony Bennett)*

*"Results matter, but how you get them matters more."*

*"If you allow yourself to get away with stuff just because you're winning, you will not reach your potential."*

*"You still have to find a way to win, but failure is part of the process."*

*"The thing that matters more is performance: your preparation, attitude, and effort."*

## Show Notes

This episode touches on the following key topics and ideas:

- **[Share this episode! \(0:48\)](#)**: Share the podcast on social media by tagging me and using the hashtag #STFpod:
  - a. **Facebook:** [@jimharshawjr](#)
  - b. **Twitter:** [@jimharshaw](#)
  - c. **Instagram:** [@jimharshawjr](#)
  - d. **LinkedIn:** [Jim Harshaw Jr.](#)
  
- **The coach's coach (1:10)**: If you're looking for leadership development or want to work with people who have coached some of the best in their fields (like Shaka Smart, Geno Auriemma, and Bruce Cassidy), check out [HarshawPerrin.com](#) for more information on how Dr. Tom Perrin and I can help you.
  
- **Tony Bennett's success through failure (3:54)**: How head coach Tony Bennett turned one of the worst losses ever in men's college basketball to winning an NCAA championship 12 months later.
  
- **It's not just results (7:19)**: More things— such as performance— matter more than just the results.
  
- **Focus on what you can control (9:41)**: You can more consistently replicate performance, but you can't always replicate the results.
  
- **Failure is an option (11:02)**: Although winning is important, the journey towards the outcome matters more.
  
- **Effort, attitude, and preparation (14:31)**: Even when things are going wrong, you still have to find a way to get the result that you want.
  
- **Hit pause and think about the following questions (16:01)**:
  - a. What are you winning at in life right now?
  - b. What are you accepting in that victory that you wouldn't accept in defeat?

## List of Resources Mentioned in the Episode

[HarshawPerrin.com](#)

### **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](http://JimHarshawJr.com/APPLY)

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### **Other Episodes Referenced**

[#398 From Geno Auriemma to Bruce Arena: Dr. Tom Perrin's Work with the World's Best Coaches](#)

[#399 Inside the Mind of a Champion: Hall of Fame Coach Sherri Coale's Winning Strategies On and Off the Court](#)

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