



JIM HARSHAW, JR.

Clarity of Action. Peace of Mind.

Success for the Athletic-Minded Man Podcast

Action Plan Episode #472

Scott Mann

What if I told you that your biggest leadership challenge isn't what you think it is?

In this "[Success for the Athletic-Minded Man](#)" episode, I chat with Scott Mann, a former U.S. Army Green Beret, who's been there, done that.

Trust me, his take on leadership is going to flip your idea of what it means to lead on its head.

Scott isn't just any guest— he's a warrior storyteller with combat tours in Colombia, Iraq, and Afghanistan under his belt.

He's also the brains behind Rooftop Leadership, where he teaches today's leaders how to build trust in high-stakes, low-trust environments. His methods? The same ones he used to empower local tribes in war zones— turning impossible odds into victories.

Curious about how to make unshakable human connections or why storytelling might be your secret weapon? Scott's got answers.

Plus, he'll share insights from his best-selling books "Operation Pineapple Express" and "Game Changers, Going Local to Defeat Violent Extremists," and his powerful play-turned-film that's making waves on Amazon Prime, "Last Out: Elegy of a Green Beret."

If you're ready to lead like a Green Beret and rethink everything you thought you knew about leadership, this is the episode you can't afford to miss.

Listen now and get ready to elevate your game.

Top Quotes From This Episode

"What people crave in times of complexity and ambiguity is clarity, and the only way you can be clear is if you have a sense of purpose."

"When you are clear on your purpose, you're less exposed to all the BS that's going on around you."

"The way we need to navigate the world today is you need to build trust when risk is low [and] leverage it when risk is high. And to do that, you have to put the relationship before the transaction. The relationship is the asset."

Show Notes

This episode touches on the following key topics and ideas:

- **[Share this episode!](#) (2:21):** Share the podcast on social media by tagging me and using the hashtag #SAMpod:
 - **a. Facebook:** [@jimharshawjr](#)
 - **b. Twitter:** [@jimharshaw](#)
 - **c. Instagram:** [@jimharshawjr](#)
 - **d. LinkedIn:** [Jim Harshaw, Jr.](#)
- **The Power of Bottom-Up Leadership (3:39):** Scott explains the six-year journey of writing his book, "Nobody is Coming to Save You." He shares how his experiences in the military, especially in low-trust, high-stakes environments, inspired him to create a leadership guide for those battling similar challenges today.
- **Navigating Low-Trust, High-Stakes Environments (7:53):** Scott recounts his experience during the Village Stability Operations, emphasizing the importance of building trust and relationships in high-risk situations.
- **Rooftop Leadership (10:01):** Scott illustrates how trust, built incrementally and often when no one is watching, can lead to a community standing together.
- **The Churn: A Modern-Day Challenge (14:33):** Scott defines "the churn" as a set of unprecedented social conditions— distraction, disengagement, disconnection, and distrust— that divide us from each other and from achieving our goals.
- **The Power of Storytelling (20:09):** Storytelling isn't just a communication tool— it's a way to connect with others on a deep, emotional level. Scott shares his journey of learning to tell stories as a way to heal and bridge gaps.

- **Understanding the Human Operating System (21:31):** The M.E.S.S.S. framework is a practical guide to navigating “the churn.” Here’s how you can apply each part of the framework:
 - **Meaning:** Start by identifying and clarifying your purpose. Reflect on the “why” behind your actions.
 - **Emotions:** Recognize that emotions are at the core of all human behavior. Practice emotional awareness. Develop techniques to manage emotional temperature, such as mindfulness or breathing exercises.
 - **Social Connections:** Understand the importance of relationships in achieving success. Focus on building trust by prioritizing the relationship over transactions.
 - **Storytelling:** Leverage the power of stories to communicate and lead more effectively. Use stories to provide context and meaning in your communications.
 - **Struggle:** Embrace and share your struggles as a way to connect and lead. Reflect on how your experience can serve as a lesson or source of inspiration, and incorporate it into your leadership style.
- **What’s an action item the listener can take in the next 24-48 hours? (38:08):** Ask three open-ended questions to people in your life that allow them to respond with a story. This exercise is designed to deepen connections and help you become a better listener and leader.

List of Resources Mentioned in the Episode

["Operation Pineapple Express: The Incredible Story of a Group of Americans Who Undertook One Last Mission and Honored a Promise in Afghanistan"](#) by Scott Mann

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

[#384 Green Beret Scott Mann and Operation Pineapple Express: The Dramatic Rescue of Afghan Partners During the US Evacuation](#)

Guest Website and Social

Scott Mann

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