



# JIM HARSHAW, JR.

*Clarity of Action. Peace of Mind.*

Success for the Athletic-Minded Man Podcast

Action Plan Episode #521

## **Consistency Is a Skill: How to Build It in a Noisy World**

You're not lazy. You're not broken. But if you keep living on autopilot, you're going to wake up 2, 5, or 10 years from now thinking, "I thought I'd be further ahead in life by now..."

In this solo episode of "Success for the Athletic-Minded Man," I'm calling out the biggest trap high-achieving men fall into: confusing motion with progress.

You can crush your to-do list and still be drifting because you're not measuring what actually moves the needle.

I'll break down the Hawthorne Effect, the simple (and brutal) truth that performance improves when it's observed. (Translation: awareness beats willpower every time.)

Then I'll show you how to use the Productive Pause™ to step out of the chaos, get the general's view of your life, and set the right leading indicators in your fitness, marriage, and business.

After this episode, you'll walk away knowing exactly what to track, how to build real accountability, and the one weekly check in that makes consistency automatic instead of "hoping you feel motivated." Tune in now!

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

*"Nothing is going to change your behavior faster than awareness— not willpower, not motivation, but awareness."*

*"Nobody wakes up and decides that they want to drift. It happens quietly. It happens slowly over time."*

*"Consistency is a skill that you can learn to implement into your life in this busy, noisy, chaotic world that we live in."*

## Show Notes

This episode touches on the following key topics and ideas:

- **Consistency Is a Skill (0:41):** Consistency is a skill you build in a busy, noisy life by putting guardrails in place and practicing follow through the same way you practiced as an athlete.
- **Stop Doing and Start Seeing (2:38):** Gordy's line says it perfectly: you need to "extract from the matrix" regularly so you stop reacting all day and start moving the needle.
- **The Hawthorne Effect (4:36):** The Hawthorne Effect shows performance improves when it's observed, even without changing the "strategy." Create visibility by tracking, checking in, or having someone you respect ask you about it.
- **Build Micro Goals and Real Accountability (11:57):** Micro goals create a score you can't talk your way around, on track or off track. Choose one accountability method: coach, group, partner, or a weekly score review.
- **"What Gets Measured Gets Managed" (16:00):** Tracking the wrong thing creates stress and micromanagement. The fix is separating lagging indicators from leading indicators. (Lagging: weight, revenue, grades. Leading: workouts, steps, sleep, sales conversations, study effort.)
- **Examples of Better Metrics in Real Life (18:25):**
  - **Kids:** track effort and study habits, not just grades.
  - **Business:** track sales conversations, proposals sent, and focus time, not just revenue.
  - **Marriage:** track undistracted conversations and meaningful connections, not just "date nights."
  - **Health:** track workouts, sleep, steps, and intake, not just the scale.
- **What Changes When You Review Consistently (21:06):** Stories of real outcomes from clients who stop drifting: doubled net worth, time back with kids, weight loss, doubling business, more ownership opportunities, promotions, and expanded leadership without sacrificing workouts.
- **The Simple Implementation Plan (24:43):** Download the Action Plan to get the Goal Setting Worksheet, then use it for a weekly 15-minute check-in.

Do it solo or share it with a friend and meet every Monday for 15 minutes. The goal is awareness: observe what's working, what's not, and what you're doing next.

## **List of Resources Mentioned in the Episode**

[@jockowillink Reel: Soldier/General](#)

[Systematic review of the Hawthorne effect: new concepts are needed to study research participation effects](#)

["The Daily Drucker: 366 Days of Insight and Motivation for Getting the Right Things Done"](#) by Peter F. Drucker

## **Other Episodes Referenced**

[#312 The Comfort Crisis and What To Do About It With Michael Easter](#)

[#485 From Bono to Tiger Woods: High-Performance Secrets of the World's Greatest](#)

## **How to Leave a Rating and Review for SAM on iTunes**

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