



# **JIM HARSHAW, JR.**

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*Clarity of Action. Peace of Mind.*

Success for the Athletic-Minded Man Podcast

Action Plan Episode #523

**Performance Under Pressure:  
10 Tactics for Getting Into Flow and Overcoming Nerves**

You work hard. You show up. You prepare. But when it matters most— the big presentation, the crucial client meeting, the career-defining conversation— you're not showing up as your best self.

I spent years learning this the hard way: performance under pressure isn't about how hard you work, it's about what's running through your head when the stakes are high.

In this "Success for the Athletic-Minded Man" episode, I'm giving you 10 mental performance tactics that helped me overcome years of self-doubt and now help high-achieving professionals dominate when pressure's on.

We're covering breath work that drops your stress response in under a minute, visualization techniques that flip the switch into flow state, and the mindset shift that turns anxiety into your advantage.

Whether you're leading a team meeting, closing a deal, or navigating a difficult conversation, you're about to discover what separates people who perform from people who just prepare.

Tune in now because your next big moment deserves better than nerves and self-doubt.

## Top Quotes From This Episode

*"Life is a performance game. How you think determines the success of every outcome."*

*"Failure is an option."*

*"If you love to compete more than you love to win, you'll show up as your best self."*

## Show Notes

### 10 Tactics for Getting Into Flow and Overcoming Nerves

- 1. Slow Controlled Breathing (7:13):** Use 5 seconds in, 5 seconds out to shift from sympathetic fight-or-flight into parasympathetic calm. This controlled breathing supports HRV, reduces stress response, and helps you enter flow faster before you walk into the room.
- 2. Visualize the End (10:22):** Stop rehearsing disaster. Picture the final moment going well— the handshake, the close, the calm finish, the "nailed it" feeling, because your mind follows the picture you practice.
- 3. Gratitude for the Pressure (11:47):** Pressure is a privilege. Instead of interpreting nerves as danger, treat them as proof you are doing something meaningful, and let gratitude turn stress into fuel.
- 4. Gratitude for Your Life Outside This Moment (14:30):** Zoom out. You have already won in more ways than you remember, and that perspective shrinks the stakes so your performance improves.
- 5. Remember It's Short (15:34):** Most high-pressure situations are a tiny slice of your day. Remind yourself it will be over soon, and you do not need perfect, you need present.
- 6. Ask "What If It Goes Great?" (16:33):** Your brain defaults to negative what-ifs. Flip it to a positive what-if and you open up confidence, creativity, and better execution.
- 7. Love to Compete More Than You Love to Win (17:31):** When you obsess over winning, you tighten up. When you fall in love with competing, you show up freer, more aggressive, and closer to your full potential.
- 8. Surrender the Outcome and Commit to the Process (19:14):** Hold the vision, then let go of the outcome. Lock into what you can control— your preparation, your first move, your self-talk, your body language, and your next best action.

9. **Focus on Something Else Before You Go In (22:05):** Overthinking is the enemy of flow. If you are prepared, distract your mind briefly so you can walk in fresh, then flip the switch when it is time.
10. **Faith-Based Perspective for Men of Faith (23:46):** If you are a man of faith, remember this moment is not the whole story. That perspective lowers fear, raises courage, and helps you show up with strength and peace.
- **Go Deeper With These Related Episodes (24:56):** If this hit home, revisit [Dr. Nate Zinsser's episode](#) on building the confident mind and [Jim Murphy's episode](#) on elite performance coaching. These reinforce the same performance under pressure principles and help you sharpen your flow-state playbook.

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

[CoachJimAI.com](http://CoachJimAI.com)

["The Confident Mind: A Battle-Tested Guide to Unshakable Performance"](#) by Dr. Nate Zinsser

["The 7 Habits of Highly Effective People"](#) by Stephen Covey

### **Other Episodes Referenced**

[#217 Core Habits, Pursuing Your Calling, and High Performance: Charlie "The Spaniard" Brenneman Shares Insights](#)

[#99 World Champion Mike Chandler on Escaping Doubt and Finding True Confidence](#)

[#336 West Point Director of Performance Dr. Nate Zinsser on How to Create a Confident Mind](#)

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

[#143 Fear, Doubt, and Achieving Greatness: The Unlikely Story of Olympic Gold Medalist Helen Maroulis](#)

[#518 Bigger Than Winning: How to Raise the Level of Excellence in Your Life and Everyone Around You \(with Jim Murphy\)](#)

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### **Want to talk to a personal performance coach?**

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