



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #197

Jim Harshaw Jr Solo- 10 Year Goals

You've been laboring a long time. You've wanted to achieve that goal for years yet it still seems far away. And time is running out. Or maybe you have an idea but achieving it will take you 10 years. Well, what if you had to achieve it in 6 months? What would you do?

That's what I asked 18 members of my program Reveal Your Path Pro. These are doctors, attorneys, entrepreneurs, educators, and leaders from all over the country. Here's what they said... (with a little of my input sprinkled in too).

Favorite Productive Pause Question 05:27-06:03

"I guess I heard this from Tim Ferriss and I think he heard it from Peter Diamandis. It's this; if you wanted to achieve your 10-year goals in 6 months, how would you do it? If you had to entertain that question. Or maybe it's your 5-year goals that you want to achieve in 3 months, 1 year, whatever that number is. How do you compress that timeframe to make this happen?"

12 Ideas That Came Out Of My Mastermind Groups

1. You can't conform to the current system or thinking. You have to **break the mold**. You have to rethink it, reconfigure it. You have to find a different way than what's currently being done. If your goal was to buy a house or make \$10 million in six months, guess what? You're going to have to change the way you typically go about things. You have to break the mold and rethink how you do things.

2. Assume that others think you're crazy. It is, because you're trying to achieve 10-year goals in 6 months. It's only big thinkers who do this. They're wired differently. I was so proud when my friend told me I'm wired differently. I am. And you have to get over this. Get over what other people are thinking of you. They're going to think you're crazy but that's fine. In fact, don't get over it, but embrace it. Be

proud that you are wired differently. Guess who else is crazy? Elon Musk, Steve Jobs, Richard Branson.

3. Find others who are doing it. Maybe they did it the conventional way. But sit them down and say, "Hey, listen. I want to do what you do and I want to really compress the timeframe. I know it took more years. But if you were me and you were starting all over, what would you wish you knew?"

4. Find your ONE thing. What is your lead domino? This is also a Tim Ferriss thing. He might have gotten it from somewhere else too. But what's the one thing, that one lead domino, that if you knock it down, it makes everything else easier? Maybe it's getting venture capital or angel capital for this business idea you have. Maybe you're tinkering around, trying to make prototypes. Maybe it's sitting down and having a conversation with your spouse. Maybe that's the lead domino. Maybe that one thing is taking massive action like making 100 phone calls.

5. Get in front of people. **Network. Talk to people.** Magic just happens. There's a client where in the first week of working together, he had an awesome breakthrough. We got him out and got him connected with the right people. He came back then next week and said, "Man, I just feel energized and inspired," and what he did was reconnect with people in his industry, or influencers.

6. Create urgency. What if your life depended on this? What if your family depends on it? Could you get it done? A lot of times, the feedback we get when trying to achieve these big goals, a lot of times, the feedback we get is, "It's going to take longer than I expected." But what if you had instant negative feedback? Here's an example. If I start smoking cigarettes today, a couple of packs a day, I don't get lung cancer for years or decades. What if smokers get lung cancer 10 minutes after smoking a cigarette? That's instant negative feedback. Nobody would smoke anymore. Try doing this. Write a check or put some cash in an envelope and address it to an organization you hate. If you don't follow through and execute on a certain step or goal, you have to mail that money.

7. Leverage systems. Don't be operating just by the seam of your pants constantly. **Think about automation. Think about systems you can put in place** that make it easier for you to get things done. You can document those systems. You can have them written down on a Google Doc, your phone, or on paper. Set a reminder every day to journal, to do some reflection, some productive pause.

8. Hire, delegate, outsource. Don't try to do it yourself. Go to www.fiverr.com. you will be blown away by the types of things you can get done at minimum cost. And

then, www.upwork.com is something I use a ton. You can track their work. It shows a video of their screen when they're working. You don't have to do everything. If you're in the United States, you can leverage the strength of the dollar to get more work done.

9. Learn the skills that you need. What are your weaknesses? One of my clients is a very successful businessman. He's an entrepreneur without having strong background in finance. He knows that to get to the next level, he needs to improve so he's working on it. And working on those can even mean hiring somebody to do it for you. Or you can take a class. Go to www.lynda.com and purchase a course. Go to YouTube. There's a lot of stuff out there for any skill you want to learn.

10. Book recommendations that came out of my Mastermind groups are *Multipliers* by Liz Weseman and *Expert Secrets* by Russell Brunson. This is more around business and monetizing your own personal skillsets.

11. Identify your fears. What you want, that long-term goal that you want to crush and get there sooner? Guess what? You're scared. There's something that you fear holding you back. Are you afraid of picking up the phone? Are you afraid what your boss or your parents might say? Are you afraid you might fail like Michael Jordan and Abraham Lincoln and Steve Jobs? Well, join the club. It's a pretty good club to be in. Identify what you are afraid of.

12. Fail. **Try something and fail.** Fall flat on your face. That's how you get to succeed. It's not like you either succeed or you fail. It's you fail, and you fail, and you fail, and then you succeed. That's how it works. There's no other way about it. If you're afraid to try something because you might fail, it's okay, go fail. When you're done failing, you're going to be better at it.

Episodes Referred

Russell Brunson: <https://jimharshawjr.com/50/>