



# JIM HARSHAW JR

*Revealing Failure as the Path to Success*

## **Success Through Failure Podcast**

Action Plan Episode #78

Tom Flick

Tom Flick has garnered a reputation around the world as an authority on leadership by helping organizations such as Google, Starbucks, Boeing, and the Pentagon to develop leaders, lead change, increase teamwork, and accelerate personal and organizational performance.

Tom draws on his leadership experience as a former NFL quarterback, his work with the world's foremost authority on Change Leadership, Harvard Professor Dr. John Kotter, and his extensive work in corporate America to provide actionable solutions that allow people to become peak performers both personally and professionally.

### **About becoming a public speaker:**

"Go speak about 500 times for free then you're about ready to roll."

### **About failure:**

"The failures have really been a big part of shaping who I am."

### **About developing people:**

"It's not really the projects that make companies go. It's the people."

"Great leaders understand that you drive leadership through the organization and you win with the people in the middle. The more people are empowered to lead the better our society is... our governments, our nations and our homes."

"We're fast to use the brain and slow to use the heart. We work with the head way too much and fail to appeal to the heart."

### **About perfection and leadership:**

"Perfection is a killer. It creates too high of a risk quotient for people. As soon as you make a mistake, you know you're nailed for it. Authenticity- admitting you're wrong- breeds followers because they want someone who's real, authentic, honest, compassionate and understanding."

**Complacency vs True Urgency:** Listen at the 31:00 mark

### **How to "Win the Day"**

"When you start the day, grab a notepad, swing away from your computer and turn off your phone. Set yourself 10 minutes. In the first 5 minutes, create a list of 1-3 opportunities that you'll go after that will help you win the day. These are not tasks or errands- these are big opportunities. Your list can't be over 3 because psychologists tell us that when our lists go over three our productivity goes down 65% and our brain goes to chaos. The first 5 minutes are thinking and writing these down. The second 5 minutes is creating a list of 1-3 dangers or hazards that could trip you up or prevent you from chasing those 1-3 opportunities."

### **Other Episodes Referenced:**

Antonio Centeno, Real Men, Real Style: <http://www.JimHarshawJr.com/62>

Steve Garland, Univ of VA Head Wrestling Coach:

<http://www.JimHarshawJr.com/67>

### **Recommended Books:**

Outliers by Malcolm Gladwell <http://amzn.to/2i1QwST>

Leading Change by Dr. John Kotter <http://amzn.to/2hJLXoP>

A Season of Life by Jeff Marx <http://amzn.to/2iA8glw>

### **Websites and Social:**

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