



# JIM HARSHAW JR.

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## *Revealing Failure as the Path to Success*

### **Success Through Failure Podcast**

Action Plan Episode #193

Jim Harshaw Jr Solo- Complacency

Over and over again, I hear it. I get on the phone with my prospects and clients and they tell me what's holding them back. They tell me they know there's more potential in them. They tell me they know they're leaving too much on the table. They tell me the time is running out and there's no time left to underperform. They tell me they want to commit. They want to make a change. They want to slay the beast.

What is the beast? The beast that is stealing your success. Stealing your potential. Robbing you of the life you know you can live?

Complacency.

Complacency comes from being comfortable.

Complacency comes from being surrounded by mediocrity.

Complacency comes from fear.

Today, we discuss how to crush complacency.

### **Quotes**

"You could be crushing it in one area of your life but you could be complacent in other areas."

"I gave up short-term comforts for long-term contentment."

"Complacency means you're not living intentionally. You're not making the commitment to change that you know you need to make."

"Your success is found through your fear."

### **About Determining Why You Are Complacent 04:13 - 06:05**

"Maybe your complacency is around fear because you know if you had to move forward in that one area of your life, you would have to face something you fear. Maybe it's somewhere where you've failed or struggled before. Maybe you're complacent because of mediocrity. Maybe there's mediocrity all around you in your neighborhood, your workplace, etc. There's just mediocrity and that's making you complacent because you're just stuck in that rut. So you settle for mediocre. Maybe you're complacent because of comfort. You feel like there's this short-term comfort that just feels good, like hitting snooze on that alarm. Maybe you're complacent because you don't know the first step. You don't know what that next action item is."

### **Strategies to Dealing With Complacency 11:56**

**1. Identify the first step.** You don't have to be able to see the whole way down the path. You can drive from New York City to Los Angeles all the way in the dark, only seeing 100 or 200 feet in front of you with the car headlights. When you take the first step down any path, you're going to be able to see a little further down the path and decide. It might be scheduling an appointment with a consultant or a coach, buying a book, or listening to a podcast.

**2. Use the five-minute rule.** Sit down., only give yourself five minutes to work on your plan. Most of the things you want to accomplish are big, nebulous tasks and because of that, it's the start that stops you. You may want to climb Mount Everest but you're not a mountaineer. In the first five minutes, you're going to figure out that you probably need to buy a book on mountaineering or find a local mountaineer and have coffee with that person. Maybe it's listening to a podcast or watch a movie.

**3. Burn the boats.** Register for a race, join the gym, hire a coach, or tell somebody else what you're doing. Make the commitment and get some accountability. There's big ways and small ways to do this. With my F3 training, I choose to drive. I have two neighbors who carpool with me so I know I have to go because they're expecting me. There's no way out of it so I have to show up.

**4. Journal.** Get a notebook and a pen, sit down, turn off your phone, close the door and start writing. Maybe give yourself five minutes first. Journal on what's the next step, what do you fear, what's holding you back, what mediocrity is around you, what short-term comfort that you're dealing with, what you are seeking or enjoying that's holding you back. It doesn't matter where you do this at. It could be in your

email, your Word doc, Google Docs, or dictating while you're driving. Coach yourself.

5. What's your **Environment of Excellence**? Remember MAPS, which stands for media, area, people and speech/self-talk.

a) What's the **media** you're allowing into your life? Is the media or mediocrity? Facebook, social media? Get something else that's going to challenge you, educate you, move you forward.

b) What's your **area** around you like? Is it a clutter, a mess? Does it facilitate your success or does it hold you back? Do you have healthy food, snacks, water nearby to help you work at your optimum level? Do you have quotes that will motivate you and push you? Is your area well-lit?

c) Who are the **people** you have in your life? Are you choosing them intentionally? Are you reaching out to people who are doing what you want to do, people that are going to challenge you and raise your level, or are you spending your time around mediocrity?

d) What are you **saying** to yourself? Are you holding yourself back with your negative self-talk and out-loud talk? "Oh, I can't do that. Oh, I'm no good at that. Oh, I love to eat junk food too much."

**6. Do something you fear.** That one thing you know you have to do that's holding you back, do it. When you do it, be poised. What's the worst thing that can happen to you? Your success is found through your fear. Think about anything you've ever done in your life that's resulted in success. Guess what, you had to do something you feared, didn't you? Something that required commitment and fear. Doesn't have to be something big like quitting your job. It could just be picking up the phone and making a phone call that will help you.

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### **Episodes Referred**

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