



# JIM HARSHAW JR.

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## *Revealing Failure as the Path to Success*

Success Through Failure Podcast

Action Plan Episode #285

**A Personal Story About You: Listen in Private**

I'm going to lead you through a story that's about you. This will likely strike a chord so listening to this episode when you can focus on my words will be beneficial.

This is A Story About YOU. The reason I suggest listening in private is because I want you to really listen to my words. I felt these words pour out of me. I didn't have to think of them. They are from somewhere deep inside of me.

What are you afraid of? I know you have the house, the job, the stuff—you're not afraid of anything, right? You're a man. At least in the metaphorical sense because there are plenty of women listening right now, too.

But Jackson Brown said, "Everyone you meet is afraid of something, loves something, and has lost something."

I know you. I know you have fear.

I know you. I know you have self-doubt.

It's normal. It's ok.

Jeff Bezos, the founder and CEO of Amazon, uses fear. It can drive you. Or it can keep you where you're at. Do you fear what you're drifting into your life? Maybe you're drifting to a destination where you don't want to be. But your fear of taking action will keep you on course for an unintended destination.

So fear and self-doubt are normal.

And it's also normal to stay there and languish in your fear and self-doubt. That's why most people feel stuck. That's why the following quote by Thoreau resonates so much with you, me and others who read it... "The masses of men lead lives of quiet desperation." That's the quote but it pertains to both men and women. So let's restate it... "The masses of humanity lead lives of quiet desperation."

You understand that.

You *feel* that.

Maybe you cover it up by talking about football or IPA's or your kids or the weather. But it's there.

It doesn't mean you're faulty or broken.

It just means you're stuck.

You're stuck by the confines of life with enough.

Enough food to not feel hungry.

Enough money to be able to pay the basic bills.

Enough cars to get you from point a to point b.

Enough house to live in.

But not enough to meet your ever-growing dissatisfaction...

Not enough money.

Not enough time.

Not enough house.

I know you. I coach clients just like you. There's fear and self-doubt but they don't look like it on the outside. In fact, most of the time they don't even remember the fear and doubt. It's just baked into their being.

The fear and doubt is like a sea anchor slowing you down—if you don't know what a sea anchor is, a sea anchor is NOT like a regular anchor. A regular anchor keeps you static. It keeps you in one place.

That's not you.

You're moving.

Drifting maybe.

A *sea* anchor is an anchor that sailors use to slow progress. Think of a parachute that drags in the water behind the vessel. Kinda like when you see drag racing cars with a parachute that helps them stop. A sea anchor acts as a brake, providing drag. Kinda like driving with the parking brake on but they do it intentionally.

I really want you to follow this analogy of the sea anchor because it describes exactly what you're feeling. What's going on in some area of your life.

This fear, this doubt... it's like a sea anchor. But here's the difference between a sea anchor that a sailor might use and the one that's attached to you... Yours

doesn't have a line attached to the top of the boat. Because if it did, you could simply cut it and be free.

But no. The line tethering you to this sea anchor—this fear and doubt that is represented by the sea anchor—is attached to the hull underneath the boat, somewhere out of sight.

This fear, this doubt... just like the sea anchor... you know it's there but you have learned to ignore it because it's so hard to get to.

You'd have to do something scary to address it... you'd have to go overboard, into the cold water, outside of the comfort and safety of your boat. And it would be dark under there. Scary things lurk there. Things you don't want to face.

Besides, it would be risky to go down there to try to find the line and cut it because what if you can't get back in?

And cutting the line would take time. And you're busy. A sailor is busy swabbing the deck— I don't know... do sailors actually do that? Is that actually a thing? But you're busy too. What with all the emails you have to return. The social media you must read so that you don't miss something. The football games you have to watch.

But that's the only way to cut the line of this hidden sea anchor. You have to go deep... you can't stay on the surface. You can't stay comfortable.

You have to dive under the boat, where it's dark and cold. And you have to look around, find the line and cut it. You might even whack at it a few times with your Bowie knife. You come back to the surface and think you've gotten it. You get back in the boat and realize that you're still tethered.

"Damn it!" you think to yourself. "I thought I'd dealt with this!"  
But the tethered fear and doubt linger.

You have to go back in and try again. This time, however, you know where it's at. You learned from the first time. You learned through failure. You learned that— although you made progress— you failed to fully deal with it.

But, through your failure, you're wiser. More experienced. More confident that you can get this thing dealt with. You know which tools you need.

Your taking action the first time teaches you that you need a bigger, sharper knife. And so you get at it again. You may have to try a few times before you fully cut the line to the sea anchor of fear and doubt that's slowing you down.

Once you do, you'll feel the movement instantly.

But... you'll be in the midst of the ocean— the ocean of life. You will look around and you won't see any change. All around, you are still surrounded by waves. Still surrounded by water. The view hasn't changed.

But you will feel that you're moving ever so slightly faster toward your intended destination but you aren't quite sure because you can't see your destination yet.

You start to feel that doubt again. "Maybe I didn't deal with that sea anchor," you wonder.

"Maybe it's still there... maybe I'm not making progress."

And at that point you make a choice.

You can allow the sea anchor to control your fate.

Or you can choose to proceed.

Not until you look at the map, and plot your coordinates— measure your progress with benchmarks and micro-goals—will you realize that you've made progress! But so few people track their course. So few set goals AND... track them. Sure, lots of people set goals but they just go through the days, and they're tethered to the sea anchor of doubt and fear!

So they don't measure their progress— they don't track their course— and sadly they simply stop trying. They don't see that they've nearly crossed the Atlantic! They stop trying, and begin to drift once again. Once again, they allow the sea anchor to insidiously attach to their hull.

The words start to creep back into their mind, "See, I knew I'm not good enough. I'm not smart enough. I'm not capable enough" and begin to dictate your actions— or *lack* thereof.

But not my clients. Not the Pathfinders who are veterans of the Reveal Your Path Program. They have the tools necessary to deal with the fear and the doubt.

If you feel that fear— if you KNOW you have that sea anchor holding you back— that hidden force in your life that's keeping you from stepping into your power, from stepping fully into who you are, then do something about it.

As the captain of your ship, you will soon realize that fear and doubt will always be there! The sea anchor will always come back. It will always be trying to slow you down. And you learn that you must face it with bravery. You must move on despite it. Move ahead with it at the same time you attack it with the tools that you've learned to use to disable its effects.

These tools in the real world are things like 1) taking action despite fear, 2) reciting mantras, 3) exercising to create chemicals in your body that are as

powerful as medication, 4) having goals, 5) having a plan to achieve those goals with benchmarks and metrics and micro-goals, and yes, 6) working with a coach or mentor to help you identify and free you from your sea anchors.

You must do the work that's necessary even when you don't feel like it.

And I don't mean the tangible work like making the calls, sending the emails, writing the words on the page, or strapping on your running shoes.

I mean the work of cutting the sea anchor.

Because one morning, as you wake up early to cut the line once again... one morning when you don't FEEL motivated but you *do it anyway*... you wearily climb to the deck as the sun approaches the horizon, you grab your Bowie knife, and set to work.... when you see off in the distance your destination. It's still a ways off but it's there.

It's in sight.

The work suddenly all feels worth it!

You're elated!

You've done it!

Your journey is done!

Or is it? Because between you and your destination, you see a reef. Or you see pirates trying to steal what you've worked so hard for. Or you see other ships already docked where you had intended to dock.

But you proceed anyway. You've dealt with fear and doubt before. Those muscles are strong. You have a toolbox in hand and techniques in your book of tricks that will help you navigate not just your external obstacles of reefs or pirates or other ships, but more importantly tools and techniques to deal with your fear and doubt because those are ultimately your only obstacles.

As you can probably hear from my voice, I understand this force of the sea anchor— these forces of fear and doubt— because I just articulated it to you. If you're following me on Instagram, you see behind the scenes in my real life. I have this force acting upon me. The sea anchor of fear and doubt. I've done the deep work— with coaches, psychologists, with hypnotherapists. I welcome accountability. I challenge myself within my mastermind group. I do scary things. I do the work by asking myself hard questions. I know how to find and cut the cord that tethers me to fear and doubt, slowing me down. I battle it every single day.

Some days I win.  
Some day I lose.  
Some months I win.  
Some months I lose.

Some areas of my life I find myself winning while in other areas losing.

You're probably thinking, yes, Jim, you get it. That's good.

Let me just read another book. I'll listen to another podcast and learn some productivity hack. That'll do it.

No. It won't. It will feel good. It will be like that hypothetical sailor finding a way to make his ship sail just a bit faster while still navigating with the sea anchor tethered to his hull.

Learning through books and podcasts is good. But it's action that will change you.

You might be thinking, "Yeah, but you're different. You don't know what I'm going through. You don't understand my fear. My self-doubt. My fear is real. My doubt is founded in some fact buried deep within my unconscious mind. Mine is different. In fact, I don't even think it's fear or doubt, Jim... there's just this thing that I'm not good that's holding me back. I don't have a choice. It's just some skillset or knowledge that I don't have."

Sure, it is.

And the sailor can do all of the work necessary to sail toward a destination. But until he deals with the sea anchor, all the trimming of the sails and adjusting of the heading will still leave him struggling. Languishing.

You can be the best sailor in the world— but you'll still be slowed by the sea anchor.

Deep down, you believe in the quote from Marianne Williamson that says, "Our deepest fear is not that we are inadequate. Our deepest fear is that we are powerful beyond measure."

If you want to address your sea anchor... if you want to find it and deal with it once and for all, determine your first step. Your first action. If that's a call with me, great. You know how to do that. Go to <https://JimHarshawJr.com/APPLY>.

Maybe it's committing to the 10X Your Goals Work Session. You can join at <https://JimHarshawJr.com/10X>.

Maybe it's committing to running a Spartan Race or 10k.  
Maybe it's sitting somebody down and telling them that you love them.  
Maybe it's signing up for a course or a program.

But make your commitment. Take the step in the next 10 minutes.  
Not next week.  
Not tomorrow.  
The next 10 minutes.

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