



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #350

The Secret to Success That Nobody is Talking About and How to Leverage it for Outsized Results

Ever since I was wrestling in college, I've been looking for the secret to success.

I traveled to attend summer camps, trained at the Olympic training center, worked with amazing coaches. Eventually I went into coaching, then to major gift fundraising, and now, entrepreneurship. All the while searching for the secret to success.

In this episode, I'm going to share with you the secret that I've learned from hundreds of interviews with elite performers, from thousands of hours coaching brain surgeons, professional athletes, and others, and through my own experiences as an All-American athlete, NCAA Division I head coach, and entrepreneur.

So what is this mysterious key that unlocks success?

Is it hard work? Who you surround yourself with? The goals you set? Nope. Then what's THE COMMON THREAD?

I'm going to reveal exactly that in this episode AND how to leverage it for outsized results. Listen now!

Top Quotes From This Episode

[Productive Pause](#): *A short period of focused reflection around specific questions that leads to clarity of action and peace of mind.*

"The secret to success is to slow down and ask questions before launching into action."

"Productive Pause is an investment of time. It will give you time back."

"Anytime you say yes to one thing, it means you're saying no to something else. You can't do two things at the same time. Your time, your energy is finite, so you have to choose how you spend your time and your energy wisely."

Show Notes

This episode touches on the following key topics and ideas:

- **Episode breakdown (0:28):** The secret to success that nobody is talking about and how to leverage it for outsized results.
- **Leave a rating and review (3:51):** Subscribe and give the Success Through Failure podcast a rating and a review and help us grow our community:

[Spotify](#) | [Apple Podcast](#) | [Google Podcast](#)

- **[Share this episode \(4:34\):](#)** If you enjoy the Success Through Failure podcast, take a screenshot, share it on social media, and don't forget to tag me:
 - **Facebook:** [@jimharshawjr](#)
 - **Twitter:** [@jimharshaw](#)
 - **Instagram:** [@jimharshawjr](#)
 - **LinkedIn:** [Jim Harshaw, Jr.](#)
- **My [environment of excellence \(4:59\):](#)** Is there one habit that high-performers do or have done that they most credit with their success?
 - **[Chris Duffin's response \(5:55\):](#)** Create space for reflection
 - **[Tim Ferriss's response \(7:49\):](#)** Ask questions to friends, mentors, colleagues, [executive coaches](#)
 - **[Tom Flick's response \(11:51\):](#)** Create a list of one to three opportunities that you'll go after that day that'll help you win the day
- **The unexpected answer (13:50):** The secret to success is to slow down.
- **Productive Pause (14:52):** How I started recognizing this theme in my life, which gave birth to the concept of the Productive Pause.
- **How to use the Productive Pause (16:53):**
 - **Short version (17:08):** How do you win the day? Remember WIN: what's important now.

I also created my own Productive Pause journal that you can fill out every day. If you want to have a copy, just email assistant@jimharshawjr.com.
 - **Medium version (18:17):** Reflecting on a project that you completed by doing an after action review. Or set micro goals once a month.
 - **Long-term version (19:40):** Once a year, look back on the goals you set and look ahead to the year coming up.

Listen to this episode to learn [how to do a Productive Pause at the end of the year](#).

List of Resources Mentioned in the Episode

Tim Ferriss's books:

["The 4-Hour Workweek: Escape 9-5, Live Anywhere, and Join the New Rich"](#)

["Tools Of Titans: The Tactics, Routines, and Habits of Billionaires, Icons, and World-Class Performers"](#)

[The Five Minute Journal](#)

Want to talk to a personal performance coach?

Want to consider executive life coaching? Claim a spot on Jim's calendar for your free one-time clarity call: JimHarshawJr.com/APPLY

Enjoyed the podcast and want to hear more? Head on over [here](#) for more!

How to Leave a Rating and Review for STF on iTunes

Ratings and reviews help a lot! Please consider leaving one. It's really simple. Here's how: <https://youtu.be/T1JsGrkiYko>

Other Episodes Referenced

[#247 Interview with Tim Ferriss \(Part 2\): Asymmetric Bets, Fear Setting, and Choosing the Right Targets](#)

[#40 Chris Duffin: Adversity, Strength, and Success](#)

[#78 How a Former NFL QB Helps Companies Grow Their Most Valuable Asset: Their People](#)

[#329 A Blueprint for Goal Setting for 2022](#)