



JIM HARSHAW JR.

Revealing Failure as the Path to Success

Success Through Failure Podcast

Action Plan Episode #355

What the Experts Aren't Telling You: The Incomplete Truth About Success, Failure, and Achieving Your Potential

There are so many critical gaps that are missing from the message about how to create success.

"Post your goals on the mirror."

"Read books."

"Have a good attitude."

You've heard them all.

While these are a good start, they're incomplete. They're not telling you the whole story.

In this episode, I close these gaps using a crystalized 4-step framework so you can insulate yourself from the negative effects of failure and at the same time leverage the benefits of failure, so that you can get from here to there— whatever your desired "there" may be! Listen now.

Top Quotes From This Episode

"It's not the beginning of practice where you make the gains. It's not the beginning of the reps where you make the gains— it's at the end when you're tired."

"I am strong. I am confident. I attack first."

"We all need someone in our lives who holds us to a higher standard than we believe that we can attain."

"Focus on the process, not the outcome."

Show Notes

This episode touches on the following key topics and ideas:

- **Leave a rating and review (2:24):** Subscribe and give the Success Through Failure podcast a rating and a review and help us grow our community:

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- **Share this episode (2:58):** 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](#)
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 - **Instagram:** [@jimharshawjr](#)
 - **LinkedIn:** [Jim Harshaw, Jr.](#)
- **Episode overview (3:11):** The incomplete truth behind success and failure and achieving your potential.

Four-point framework in real-life

When I was wrestling...

- **(4:49)** How my mentor, Jon McGovern (currently the Head Wrestling Coach at Dubuque University), pulled back the curtain and revealed what it really takes to be successful.
- **(8:22)** Hanging posters of champion wrestlers on my bedroom wall.
- **(8:51)** Watching the world championships with my fellow athletes.
- **(9:49)** Listening to a mindset audio.
- **(10:14)** Changing my default language.

When I was coaching...

- **(11:53)** How Akron Zips Women's Soccer team coach, Noreen Herlihy, "talked me off the ledge."
- **(15:07)** Reading books and listening to audio programs on how to be a successful coach.
- **(15:32)** Having an organized office
- **(15:56)** Healthy snacks on standby
- **(16:05)** Default positive language

As an entrepreneur...

- **(16:22)** How Nora Gillespie, director of the Charlottesville Small Business Development Center, planted the seed for me to become a motivational speaker.
- **(17:16)** My first paid coach— Dillon Franks
- **(17:44)** Listening to the [Duct Tape Marketing Podcast by John Jantsch](#)
- **(18:56)** Having a well-organized office; on leveraging technology

Framework for the Environment of Excellence (M.A.P.S.)

- **(20:22)** Debunking, "You are the average of the five people you spend the most time with."
- **Media (21:16):** Do you have the right media in your life? Follow the right people and make sure you engage with the right communities online.
- **Area (22:36):** Optimize the physical space around you. Is it organized? Do you have healthy food around you?
- **People (23:35):** Who are the people around you? Do you have a support system?
- **Speech (26:06):** Be aware of the language that you're using.

List of Resources Mentioned in the Episode

J.K. Rowling's ["Harry Potter" series](#)

[Duct Tape Marketing Podcast](#)

[YouVersion Bible App](#)

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

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Other Episodes Referenced

[#137 Seven Steps of Accountability: Getting Others To Buy In, Take Action and Follow Through](#)

[#69 Strategy Before Tactics: Marketing for Growth in Business and Life with Duct Tape Marketing's John Jantsch](#)

[#283 How to Build a Personal Dream Team That Will Streamline, Simplify, and Optimize Your Life](#)