



# JIM HARSHAW JR.

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## *Revealing Failure as the Path to Success*

Success Through Failure Podcast

Action Plan Episode #362

**Chris Warner**

Chris Warner is a climber, entrepreneur, and leadership educator. He's led over 230 mountaineering expeditions in Asia, North and South America, Africa, and Antarctica.

He guided the first-ever reality TV show on Mount Everest, filmed an Emmy-nominated documentary about his team's K2 climb, and pioneered new routes throughout the Himalaya.

In 1990, Chris started a business with \$592 and grew it into the first national chain of indoor climbing gyms. When he retired as CEO, the company had 1,000 employees serving 2 million customers annually.

Today, he's an investor in private companies, a mentor to CEOs, and a real estate developer in Aspen, Colorado.

During his 25+ years as a leadership educator, he's worked with Google execs, NFL and NHL teams, Fortune 500 firms, Silicon Valley startups, and thousands of CEOs and their senior leadership teams.

What you're about to hear in this episode are stories from a man who has lived through probably the most unbelievable leadership challenges that I've heard of in the six years of the Success Through Failure podcast.

Tune in and discover how someone like Chris climbed his way to the top, backed by some actionable tactics that you can use in your own climb to the summit. Listen now!

### **Top Quotes From This Episode**

*"There's nothing as contagious as enthusiasm."*

*"Arrogance is believing that the rules do not apply to you... Do not be arrogant. The rules apply to you."*

*"Behaviors drive results. It's the bad behaviors or the misaligned behaviors of your team that are actually going to cause you profitability, productivity, and just general happiness."*

*"We need conflict to evolve. We need conflict to continue to grow as people."*

*"It is our responsibility to set goals that are improbable, but not impossible."*

## **Show Notes**

**This episode touches on the following key topics and ideas:**

- **In this episode... (0:27):** Who is Chris Warner?
- **[Share this episode!](#) (3:53):** Listen to the show, take a screenshot, and share it on social media. Don't forget to use the hashtag #STFpod and tag me at:
  - **Facebook:** [@jimharshawjr](#)
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  - **LinkedIn:** [Jim Harshaw, Jr.](#)
- **Leave a rating and review (3:56):** Subscribe and give the Success Through Failure podcast a rating and a review and help us grow our community:  
[Spotify](#) | [Apple Podcast](#) | [Google Podcast](#)
- **The making of a mountaineer (4:14):** Chris shares how a parole officer sparked his love for the outdoors.
- **Finding success (6:26):** Chris's secret to success: curiosity and enthusiasm.
- **Authentic enthusiasm (7:28):** On maintaining positive emotions at work.
- **A bloody experience (10:37):** The most important trait for an ideal teammate is trustworthiness.
- **Do you go it alone? (17:10):** In business, *"lone heroism will kill you."*
- **The rules apply to you (19:02):** *"Arrogance is believing that the rules do not apply to you."*
- **Your behavior matters (22:10):** Behaviors drive results.
- **We need conflict (26:51):** Conflict as an ingredient for growth and as a source of creativity.
  - **How to introduce conflict? (29:39):** Set goals that are improbable but not impossible.
- **Six psychological needs as a member of a team (32:14):**
  1. Respect
  2. Recognition

3. Meaning
4. Autonomy
5. Personal growth
6. Belonging

### **List of Resources Mentioned in the Episode**

[Jim Collins's books](#)

[Building Better Leaders: Creating and Leading High Performance Teams \(workbook\)](#)

[Goal-setting Theory](#) by Edwin Locke

Watch the Emmy-nominated documentary "[Climbing the Savage Mountain | Shared Summits K2 Expedition](#)"

### **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](http://JimHarshawJr.com/APPLY)

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

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### **Other Episodes Referenced**

[#342 The SEAL Who Killed bin Laden: Robert O'Neill on Fame, Jealousy, and PTSD](#)

[#334 Infiltrating the Mafia: Success, Failure, and Staying Alive with Joe Pistone aka Donnie Brasco](#)

[#333 Black Hawk Down: Army Ranger Keni Thomas Recounts the Battle of Mogadishu and Powerful Leadership Lessons from the Battlefield](#)

[#52 Travis Macy, Author of The Ultra Mindset, Talks Success in Business, Sports and Life](#)

[#353 A Masterclass on Risk-Reward with Certified Badass, Father, Husband, and Champion Endurance Athlete Travis Macy](#)

### **Guest Website and Social**

**Chris Warner**

[Website](#) | [Instagram](#)