



JIM HARSHAW, JR.

Clarity of Action. Peace of Mind.

Success for the Athletic-Minded Man Podcast

Action Plan Episode #502

Seeds Don't Matter: The Underdog Formula to Win in Life, Business, and Sport

I used to think success was all about doing “more”— more reps, more work, more grind.

But the truth hit me like a Mack truck... inside a packed arena with 19,000 people watching a nobody beat an Olympic gold medalist.

In this “Success for the Athletic-Minded Man” episode, I unpack what I witnessed at the NCAA Wrestling Championships: An underdog mindset masterclass featuring Wyatt Hendrickson and Olympic gold medalist Gable Stevenson.

We dive deep into why seeds don't matter, why letting go of outcomes can unlock elite performance, and how to build an Environment of Excellence that turns potential into results.

You'll also learn the 3 essential ingredients every underdog needs to win— on the mat, in business, or in life.

This episode isn't just for the competitive man who feels like he's falling short, despite doing everything right.

If you're chasing big goals and still wondering why you're not seeing results, this is the perspective shift you've been missing.

Let's go!

Top Quotes From This Episode

“When you have the right coach, they're going to challenge you to do things differently.”

"What are you saying to yourself when you fail? Remember, your language shapes your outcome."

Show Notes

This episode touches on the following key topics and ideas:

- **The Season Everything Changed (0:35):** My dream was to become an All American, but despite the training, the discipline, and the obsession, I kept coming up short. It wasn't until I gave up— not on effort, but on clinging to the outcome— that everything shifted. I wrestled with joy, I dominated, and I finally reached the podium.
- **The Upset Heard Around the Wrestling World (4:40):** From the NCAA finals, I walk you through the electric moment when Wyatt Hendrickson— a heavy underdog— toppled Olympic champion Gable Steveson. His mindset, his preparation, his belief... they're all part of the blueprint.
- **Underdogs in Life and Business (8:36):** From UVA's March Madness humiliation and redemption to my friend who went from trailer park to eight-figure exits, I dive into real stories that prove one thing: Seeds don't matter.
- **The Underdog Formula:** Here's the framework I teach inside our Reveal Your Path program. This is how you win when the odds aren't in your favor:
 1. **Vision (10:37):** You need a crystal-clear picture of what winning looks like for you. Not vague. Not generic. Specific.
 2. **Aligned Goals (11:23):** Not just more goals— goals that actually move the needle toward that vision.
 3. **Environment of Excellence (13:00):** You need people in your corner who won't let you coast. The right people change everything.
- **Legendary Underdogs (18:10):** Steve Jobs, Abraham Lincoln, Sylvester Stallone— each was a low seed in their bracket. But they didn't buy into the ranking. They chose belief, grit, and action over excuses. So can you.
- **Client Case Studies (19:40):** From a guy who scored a UFC deal for his product, to a neurosurgeon who wrote a bestselling book, to a Pathfinder who retired by 50— they all followed the same path. The only thing standing between you and your breakthrough? The story you're telling yourself about where you're "seeded."

List of Resources Mentioned in the Episode

[Dave Pulcini's podcasts](#)

[WATCH] [Why I teach my children to fail | Jim Harshaw | TEDxCharlottesville](#)

["WYATT HENDRICKSON JUST BEAT GABLE STEVESON!!!!!!"](#)

["Troy"](#)

["Is there no one else?!"](#)

["Rocky"](#)

[Hero Gear](#)

["Cognitive Dominance: A Brain Surgeon's Quest to Out-Think Fear"](#) by Dr. Mark McLaughlin and Shawn Coyne

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