



Failure may be real and consequential. Or imaginary. It may relate to an absolute measure or happen only in your head. Much of what looks like failure is anything but. Yet it can sink into your heart and land in your gut. Then rise at any time to talk to you.

Even a tiny thing can eat a giant hole. You miss a critical moment, make the wrong call, overlook what is later obvious, or do the very thing you want most not to do. Or perhaps hold an unreasonable, unattainable expectation. Then fall short of what was never possible.

Because all of this and more will happen, it's essential to *get failure right*.



The worst failures leave nothing better—not the world, and not you. The best ones transmute both and initiate breakthroughs that wouldn't have happened otherwise.

Failure is not fixed. What begins one way can, *at any time*, become something else. What matters is less about *then* than *now*.

It's never too late for a good ending.

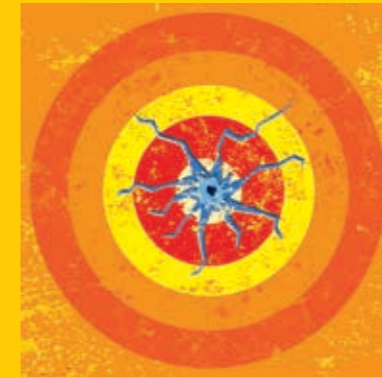


getting
FAILURE *right*



getting
FAILURE *right*

1



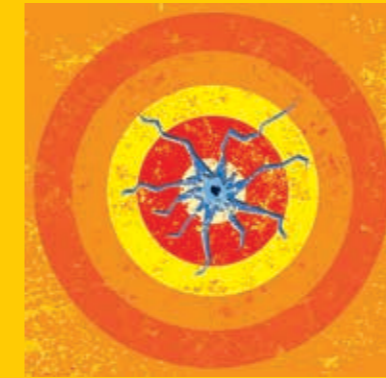
What mistake did you most need?

Some failure is not random or unrelated, but precisely correlated—it fits you. And is here to provide a missing insight or power. As such, it is not only *inevitable* but *essential*. If you think it's bad luck or because of someone else, you miss the invitation. And will reencounter a similar thing.



getting
FAILURE *right*

2



*If you were a cosmic trickster,
what failure would you design for yourself?*

The perfect failure makes it impossible to continue as you are. It may force you to stand on your own. Or stop doing that. Ask you to release. Or reach. The perfect failure takes you where you'd rather not go and requires what you'd rather not do. Removes what you no longer need. And leaves no escape. If there were an alternative, you'd take it. But there's not, so you leap.



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3



How often do you fail?

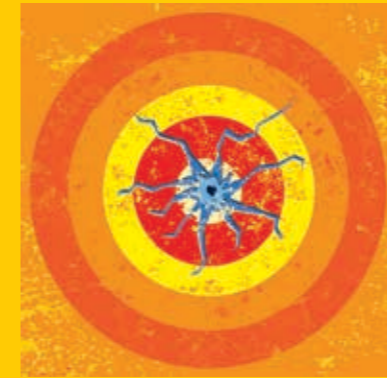


Never is not ideal. But too much is de-stabilizing. You may think you don't want to fail, and those around you definitely prefer that—but also be wrong. What they may want is for you to be more, risk more, and extend your brilliance. Do not only what you already can, but could. Often what slows us is not failure but that we live far from our edge.



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FAILURE *right*

4



Where are you protecting against one failure and, in so doing, creating a bigger one?

The most insidious failure is not the kind that happens at the moment because you miss the mark, lose the position, or go out on a limb and fall. The most insidious failure occurs slowly. And may initially be invisible or look like success. You arrive but to the wrong place. Get where you wanted, having given up a part of yourself or never become yourself. *Getting failure right* means becoming clear about what losses matter and which, ultimately, do not.



getting
FAILURE *right*

5



When did you use someone's failure for leverage—or have that done to you?

There's a point of failure and then what happens afterward—the tail. The tail can extend for years, decades, even a lifetime, and do more damage than the error. It holds the residue of guilt and shame. And adds not one bit more insight. If, when someone errs, you resist the urge to punish them emotionally or extract things, you make it more likely they will create equilibrium on their own.



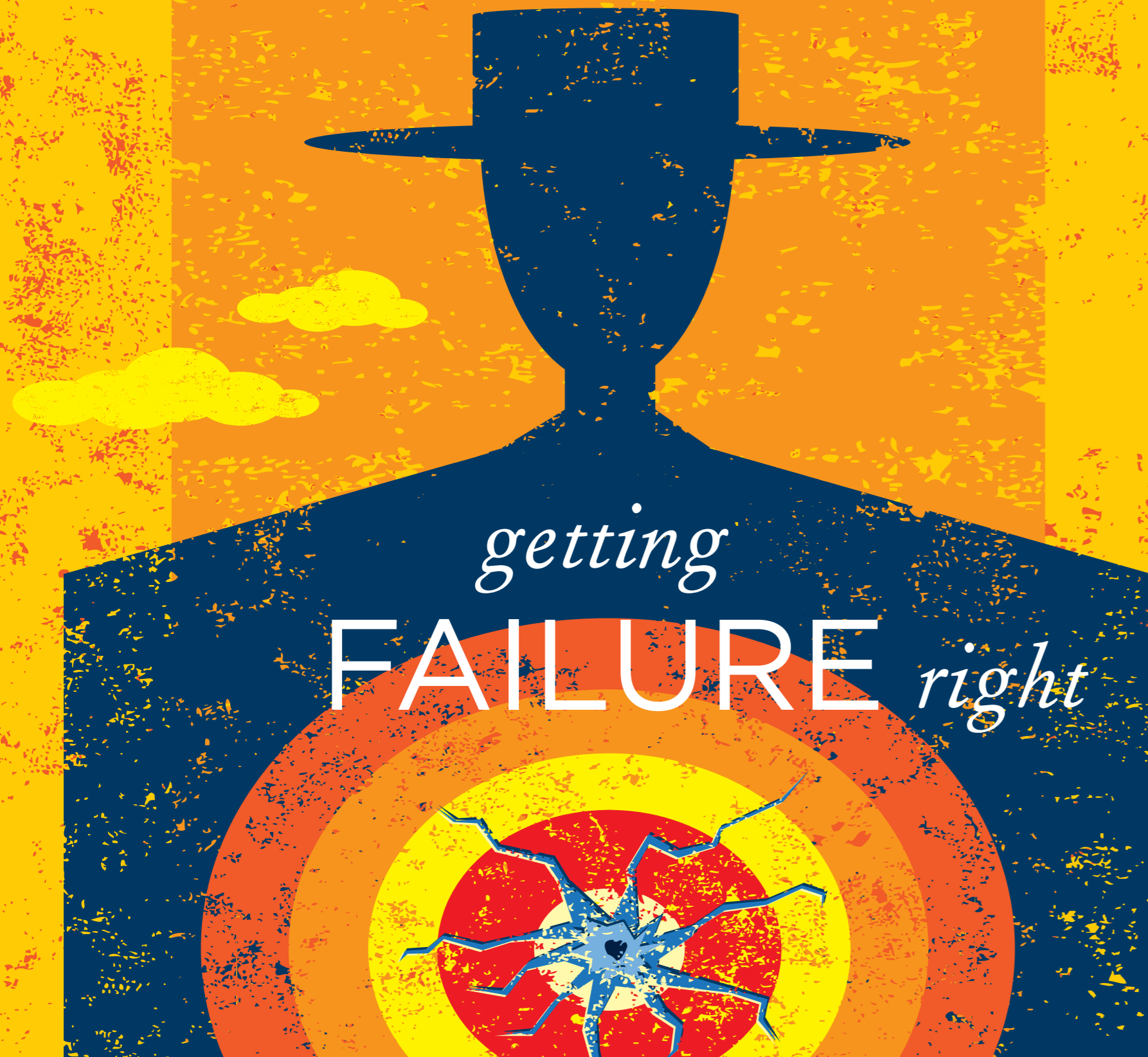
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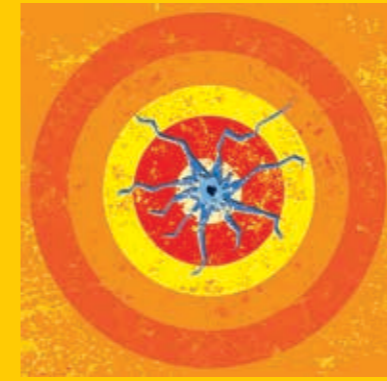


*What that appeared to fail would
you do again?*

You may wade in, but not turn the tide. Even know the likely outcome beforehand. The point is not to avoid loss, hold out until the odds are good, or contort however needed to ensure a particular end. The point is to show up brilliantly and impeccably. Then, release. If you do that, there are few things you would not do the same way again.



7



*What failures would you put in each quadrant?
And what can you do now to make the worst ones better?*

