

THE JORDAN HARBINGER SHOW

Worksheet for Barry Katz | How to Make Your Mark in the Funny Business (Episode 54)

Barry Katz is an American talent manager, producer, and podcaster who has discovered and represented many comedians including Dave Chappelle, Jay Mohr, Anthony Clark, Bill Burr, Wanda Sykes, Nick Swardson, Dane Cook, Tracy Morgan, Frank Caliendo, Darrell Hammond, Whitney Cummings, and Louis C.K.

Barry joins us for [episode 54](#) to discuss rejection, self-doubt, “complicating winning,” work versus talent, being broken, and what it takes to make your mark in the world of comedy. Barry’s years of recognizing the innate talent in people and helping them reach the upper echelons of show business give him some unique perspectives to share with us.

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Fine-Tuning What You Want

Barry started his career as a stand-up comic, and through a chance encounter with Bobcat Goldthwait realized that he had an innate talent for spotting talent. Using this talent, he was able to fine-tune his career of choice.

Barry has stayed in the entertainment industry, specifically comedy, by tapping into an innate talent and cultivating it to a very high level.

Take a moment, consider, and write down the talents you have. Do any of these talents correlate with your current career? If so, which one? Can any of these talents help you fine-tune that path? If so, how would it look?

Barry says, looking back, that the moment with Bobcat was a defining moment and identification of his talent. Can you identify the first time your talent was put to use?

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Making Your Mark

“As you grow in any business you’re in, to make your mark, you want to make an impact -- you want to figure out how to do it,” says Barry.

How are you making a mark in business or on the people around you? What is your vision for what you want to achieve?

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Broken People

“When you are broken, you get to the next level.” Barry talks about everyone having failure, adversity, and brokenness in their lives and how that brokenness can lead to the next level or make you stronger.

Every human faces adversity through many different avenues in their lives. What challenges have you faced in your life? Have those challenges made you stronger or have you allowed them to dominate your thoughts? What have you learned from those challenges?

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Recreating That One Thing

Barry's first major success was getting Louis C.K. signed as Jerry Seinfeld's opening act. That was his first "one thing" that he recreated over and over until he made a career of it.

What experience in your life is that "one thing" that you can recreate over and over again? How can you make that "one thing" into a passion and a career?

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Rejection and Self-Doubt

“It’s about the psychology of going through [rejection] and knowing you can come out on the other side,” says Barry. Rejection is always going to be an obstacle in life and can cause destructive self-doubt if it is not recognized.

What moments of rejection in your life have defined your actions and/or continue to define your actions? Do you refrain from doing things with your talent because of a rejection, and if so, what are those things? Do you recognize the self-doubt soundtrack in your head, and what can you do to circumvent it?

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Focus and “Complicating Winning”

Barry goes in depth about people who waste time doing things that take away from their focus. “If you can just stay to where you don't lose focus, and you can stay where you don't go in that path that takes hours away from your focus, you're going to be in great shape no matter what you do,” says Barry.

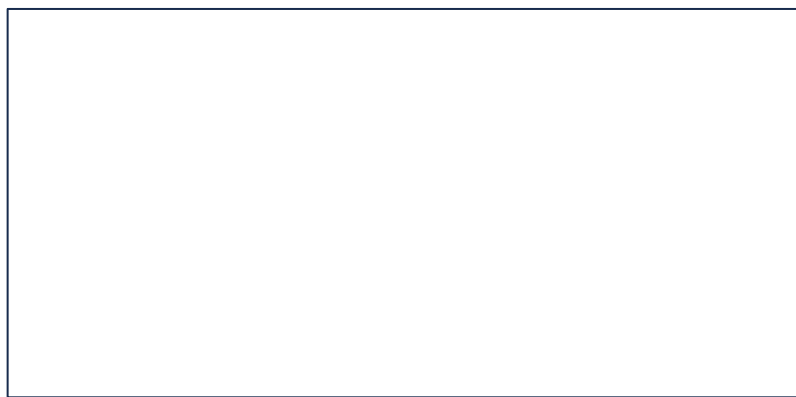
What kind of preparation do you do for your career and/or passions? Do you lose focus on the goal and chase rabbits? If so, learn to recognize it and write it down here or in a journal for review. Barry calls the loss of focus on the goal “complicating winning.” How are you complicating winning in your life?

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Work vs. Talent

How far can talent take you without hard work? To this, Barry talks about the difference between having talents and working hard. Some people, such as Dave Chappelle, will always have innate talent without having to put in extreme hours, but that does not negate the need to be dedicated to his craft through hard work.

Think about your talent and how it manifests. Do you need to nurture that talent in order to build on it, or does it come naturally? How can you nurture that talent? What activities will help you build on that talent and grow a career from it?



Full show notes and resources for this episode [can be found here](#).

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About



Join Jordan Harbinger (critically acclaimed host, formerly of The Art of Charm) as we get deep into the untapped wisdom of the world's top performers -- from legendary musicians to intelligence operatives, iconoclastic writers to visionary change-makers.

We deconstruct the playbooks of the most successful people on earth -- and learn new strategies, perspectives, and insights you can't find anywhere else. Then, take these insights into your own life and live what you listen.

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