

# THE JORDAN HARBINGER SHOW

## Worksheet for Jon Taffer | Raising Your Bar and Crushing All Excuses (Episode 142)

Jon Taffer is a hospitality industry guru, a fellow PodcastOne podcaster ([No Excuses](#)), and an author ([Raise the Bar: An Action-Based Method for Maximum Customer Reactions](#) and [Don't Bullsh\\*t Yourself!: Crush the Excuses That Are Holding You Back](#)). But he's probably best known as the tough-talking, no-nonsense host of Spike TV's number one reality show [Bar Rescue](#).

While on the surface it may just look like Jon yells at people and then repaints their bar, there's something deeper going on. In many episodes of Bar Rescue, Jon works not just to change the business, but the *people* in the business -- and that's why he's a great fit [for this episode](#).

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## Building Up

Boot camp in any branch of the armed forces is famous for accomplishing extensive training in a relatively short amount of time. The process by which the new recruits are molded into new soldiers is often referred to as *tearing them down to build them back up again*. That does, however, start with a tearing down that's not most people's definition of fun. On *Bar Rescue*, Jon Taffer tears down failing bar owners and builds them up to new heights in just a few days. I wondered where that ability came from.

"My mother was great at tearing me down, but not very good at building me up," he told me. "Sometimes you do things in life because they weren't done to you. So maybe I just recall what it felt like not to be built back up again."

**Sometimes the best lessons we learn are the ones we weren't taught. Have you acquired any skills or developed any talents this way? What are they? Are you grateful for them?**

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## The Greater Good

*Bar Rescue* is a great show for a lot of reasons. First, because it works. Taffer is effective on screen and his results tend to stick (which is not very common in the reality TV world). One reason he's so effective is that he finds inspiration in each failing bar and uses that to push through each *rescue*.

"Sometimes the owner isn't worthy of the effort," he said. "I will sacrifice *you* for the greater good. I'd rather fight for the wife *through you*, than just go *at you*."

He'll be thinking of the owner's wife, kids, employees, or even a mortgage that's about to default. "My inspiration is always to protect the good," he said.

**Finding inspiration sometimes takes some creativity. Where in your life might you benefit from getting a little creative to find deeper motivation?**

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## Taffer's #1 Hiring Secret

Jon told me that he always hires for personality and then trains for skills. He defines greatness by traits and not by items on a resume.

When Jon is interviewing someone he looks for traits like attitude, teamwork, aggressiveness, and passion.

“The resume doesn’t mean anything,” he said. He looks for attributes that he knows can equate to greatness.

He likes to get to know people with questions like, “What were you like in high school?”

**Communicating is an area where you don’t want to miss the forest for the trees. Do you believe that Jon Taffer is right in his hiring method? Do you want to focus more on people and get hung up less on certain specifics? How can you start doing this today?**

*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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[support@jordanharbinger.com](mailto:support@jordanharbinger.com)

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