

JFI Presentation Summary



Glad To Be Here

John Foley inc. 

INTRODUCTION

You've just learned tools which are about to change your life. Understanding these transformative habits of high performance and acquired traits of character is just the first step to achieving elevated success in your professional and personal life.

My role, from now on, is to facilitate ways in which you can effectively implement concepts from the Glad To Be Here® experience into your daily routine on a mindful consistent basis.

My hope is that you will utilize these powerful ideas to guide you beyond broadening your senses of awareness. I am referring to an awareness about yourself and your environment.

In the keynote, I shared a lot of information about creating and maintaining high performing teams. I'd like to go into more detail on three tools that helped me elevate my performance, close the gap, and join the .01%.

Thank you, I wish you the best on your Glad To Be Here journey.

John "Gucci" Foley



Former Lead Solo Pilot
Blue Angels

Glad To Be Here® Mindset

Let's start with one of the most simple yet crucial ways we can adopt a Glad To Be Here® mindset: Gratitude, an attitude that imbues the Glad To Be Here® state of mind.

The most important advice I can give regarding gratitude is to keep counting your blessings. Try keeping a gratitude journal where you'll record what you are grateful for. Do it at least every day, and add to it throughout the day as more blessings come to mind.

The habit of doing so will give you the power to undo the negative bias of looking for what is wrong. In fact, you'll notice that it can even refine your ability to notice opportunity. What might have looked like a neutral event or even a challenge will then be transmuted into an opportunity.

Most importantly, you now have the ability to turn every challenge into an advantage just through adjusting your perspective through the lens of gratitude.

Our mind is indeed conditioned to always take the path of least resistance. The brain functions according to the neural pathways that our habits have carved. As a result, if our habits have been shaped to only notice what goes wrong, our thoughts will lean in the direction of what takes the least effort to produce. In other words, it will tend to only bring negative thoughts to the surface.

Conversely, if we train our mind by only noticing what is positive, after a while, we will have carved neural pathways that will make positive thoughts the path of least resistance. That's the true power of the Glad To Be Here® mindset.

Elevate Your Beliefs

The ability to feel happy moment by moment correlates with gratitude. As we discussed, that attitude of thankfulness is what allows us to see opportunity, and perceive every single element of the present moment as a blessing.

I am sure you all know the Latin phrase “Carpe Diem” (“Seize the Day”), first expressed by Horace (23BC) and later famously used by William Shakespeare in his poem entitled, “Carpe Diem.”



Belief levels are related to your capacity to aspire to the highest of what you can achieve. Yes, it is about how much imagination you can generate and project, and with what state of mind. In other words, it's about your creative power. Combined with your trust in your own personal standards of performance, belief can be elevated to levels you didn't know existed.

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That creative power finds its momentum in the Glad To Be Here® mindset.

The more thankful and grateful you are for what surrounds you, the more optimistic you are, and the more likely you are to trust your ability to project a future made of possibilities and opportunities. Those who find the strength to move forward rather than remaining static have that power to “imagine” within them.

Setbacks and challenges usually act as a powerful tests to beliefs. Beliefs about ourselves or about our team or organization are often put to the test in moments of intense reversals. These are moments very propitious to what I call limiting beliefs. As soon as challenges and reversals stand in our way, doubts will tend to creep back in to the surface of your awareness. Your mind will then translate any failure as a confirmation that you're not capable of reaching your goal. It will naturally take the path of least resistance and will use a temporary setback as a further vindication. That's how limiting beliefs operate, floating quietly under the radar of your consciousness.

There is a very easy way to transform these limiting beliefs into liberating beliefs. All you have to do is to track your doubts and reservations. Be very aware of single thoughts of limitation, and suddenly you will see that you are in control of your reality.

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The Glad To Be Here® Debrief

The Glad To Be Here® Debrief is the most overlooked practice in business, as well as in personal lives. We have a tendency to move ahead in life or in business, without taking time to look back and reflect upon the critical elements of review.

Let's assume you just celebrated a huge win at work. For example, you just closed a deal which your whole department is celebrating. Feelings of success are high and everybody's mind is already set on the next task. Because the success that just happened was closed on a high note, there is often a tendency to move ahead, and forget about the debrief. That's a mistake that I'll address.

The same mistake happens when failures are not reviewed. Let's assume a deal was lost to the competition. Feelings are low and there may even be some finger-pointing floating. That toxic mix of resentment and low morale can prove to be debilitating or detrimental to the sustainability of your team or company. Because it was a failure, everyone feels like moving forward in order to avoid critical conversations that could have led to profound learning.

In each of these cases, the lack of debrief represents a formidable missed opportunity to learn and continuously improve. After a success, it's essential to go review and precisely identify what went well. This process of review allows you to recognize effective measures and to continue improvement. And in the case of failure, an open and frank conversation is the only way to identify and spot the missteps that led to the lack of success.

Keep in mind, however, that The Glad To Be Here® Debrief the Debrief, both after successes and failures, can only work if it is paired with the Glad To Be Here® Mindset.


That positive feeling will operate as a safe environment, and will allow every team member to feel free to express themselves without the fear of retribution or judgement. That safe environment of welcome expression can only take place with a positive outlook, fueled by the Glad To Be Here® Mindset.

Glad To Be Here Final Thought

There are many pieces in my approach to high performance. If your organization is looking to implement just one thing to start, I would work from the foundation – the Glad To Be Here® Mindset. This will have the most powerful and immediate effect on your teams.

If you'd like to continue our journey, my team and I will work with you to implement the mindset and tools into your organization.

To be a part of our Glad To Be Here® tribe, go to www.gladtobehere.com and join our Glad To Be Here journey!

John Foley  **inc.**
www.GladToBeHere.com