

Unlock the power of a Grateful Mindset



GLAD TO BE HERE

John Foley *inc.* 

INTRODUCTION

Gratitude, when actively practiced, can have a profound effect on the individuals and the teams they serve. Cultivating that mindset can promote personal fulfillment and productivity. As we grow more aware of our gratefulness, it becomes the trigger that activates higher performance. If you need to be creative and innovative, this mindset can be the key to unlocking new ideas. When we are feeling complacent or stuck, a grateful mindset can open our minds to the wonder around us. Sharpen your sense of gratitude, and cultivate a new awareness of the wonder and joy in all things around you. This will lead you on a path to higher productivity and clearer results. We all have the power to accomplish this shift and as we change our thinking, new neuro pathways are carved into the brain that help us to form better, stronger and positive habits.

John "Gucci" Foley

A handwritten signature in black ink, reading "John Foley". The signature is stylized and fluid, with a large loop at the end of the last name.

Former Lead Solo Pilot
Blue Angels

THE GLAD TO BE HERE MINDSET

“Glad to Be Here.” Those four words meant something very special to me when I was a Blue Angel. They have even more significance to me today. My hope is that those four words will have a deeper and richer meaning to everyone who reads this book.

“Glad to Be Here” was a statement of belief that we shared on the Blue Angels. It was our CenterPoint, our purpose larger than self. Reflecting back on my experiences, it’s clear to me that those four words were really the “secret sauce” of our high performance team.

Sometimes “Glad to Be Here” meant that we were thankful for the opportunity to be a Blue Angel. Sometimes it meant that we were thankful for being surrounded by a great team of high performing individuals. And sometimes it meant that we were just grateful for being alive.

Saying “Glad to Be Here” is a habit that you can acquire. You will find that saying “Glad to Be Here” triggers the thinking that is fundamental to high performance. As I mentioned earlier, “Glad to Be Here” is more than a phrase – it’s a mindset that changes the game and shifts the odds in your favor.

"I'm grateful for the opportunities I have, The challenges that make me stronger, and the grace that embodies us all."


John Jolly



Why is it that some people seem to be naturally inclined to only see what is positive around them while others will only look for what is not working?

Why is it that such individuals can adapt to change so easily?

I see three spheres of interaction to answer this question.

The first sphere is related to your own personal inner world. Your thoughts and your mindset are all part of your inner reality. We react to what happens in our life through the prism of how we have been conditioned to believe about the world we live in. Our childhood, our upbringing, and our environment all played a role.

This level leads us to see the world from the perspective of our past conditioning that brought us to where we are at the present moment. It shapes our own inner reality. If we keep focusing on the challenges in our life as problems rather than opportunities, we will gradually slide into pessimism. But if we choose to see challenges as opportunities, we look at life with optimism.

The second sphere of interaction is related to your outer reality as opposed to your inner dimension. The outer world is made of all the external influences that you are exposed to. They seem to be coming "at you" while your inner reality appears to be coming "from you".

The third sphere is a powerful idea that comes from many ancient philosophies and systems of wisdom. Eastern schools of thought call it emptiness.

It is the idea that your inner or outer world is empty of what you think it is. For example, you may look at a challenging goal to attain or a difficult colleague as something that is unequivocally real and unchangeable. Emptiness states that the ultimate reality of these situations or people is not what it appears to be.

After all, if a colleague of yours is difficult to deal with, the perception you are holding about that person is only in your head. It is just a thought, a thought that has the potential to change.

Keep this in mind because it is what separates individuals with a pessimist outlook from those who only see the blessings of each situation.

If you understand this concept, you will realize that every situation in life is empty of what it appears to be. But you individually, you have a choice.

You can either decide that it is full of opportunities and act upon them. Or you can choose to look at all the difficulties and be frightened by them.

How does this relate to Gratitude?

The interaction of these three spheres is very important. The positive state of mind of Gratitude remains the fuel that allows you to look at your world with an optimistic mindset.

Thanks to the understanding that everything is not what it appears to be, you can make the choice that every difficulty is an opportunity and that every single element of your inner and outer reality has the potential to be a blessing. It's pure potential like a diamond in the rough...

BELIEF LEVELS

Belief Levels—Clarity of Vision

These are critical. As human beings, we rarely perform at our maximum potential. We almost always perform at the level of our belief. When we raise our belief level, our performance follows. Each time we elevate our belief level, we spiral upward on a path of continuous improvement. Our belief level creates the clarity of vision required for high performance.

You have different kinds of beliefs that affected performance in different ways. Liberating beliefs, raise your understanding of what you think is possible and thus your performance. On the other hand, limiting beliefs, are things tied to fear and doubt that cause inaction and overall lead to a decrease in performance.

There are plenty of external sources of negativity that cause the mind to focus on negative consequences and fear. Additionally, the world we live in sensationalizes the negative more so than the positive because it captures our attention. Our minds are by nature built to be alarmists; it's a survival mechanism. But there is a fine line that is easy to cross where the mind enters a state of fear that can have a negative effect on our beliefs.

On the contrary, liberating beliefs come from confidence, learning and experience. They are beliefs that tell us we can perform to a level because we are trained to do so or have done it in the past.

Look at it this way:

Limiting beliefs are things that are coming at you, whereas liberating beliefs are coming from you.

EXERCISE:

THE Glad to Be Here WAKE-UP

The core of this exercise is simple. Wake up happy, every single day. Align your first thoughts each day on the things for which you are grateful. It is a simple practice that can help develop a habitual, positive mindset. Here, in John's words, are three steps to start each day right.

Step one: present

The first thing I do every morning is think about what I am grateful for. I do this while still in bed. I bask in the idea of being alive, in good health and on all goodness that surrounds me in the moment.

Step two: past

I reflect on the last 24 hours and recall events and people I am thankful for. I do this by frames, starting with my wake-up from the day before. Again, I am reliving and basking in any goodness done or observed. It's fun and can sometimes continue for a while, depending on the day.

Step three: future

Now comes the part I enjoy most: Planting seeds for the next 24 hours. I think ahead to the upcoming day in frames of the events and people. Here is where exchanging self for others comes in. I try to think of what they will need or want, and hope they receive it ...or I think about whether there's something I can do to help them.

A LIST FOR REFLECTION

An attitude of gratitude.

The spirit of “purpose larger than self.”

The symbol of a greater truth that flows throughout the lives of everyone who takes high performance to the highest level.

A rejoicing and celebration; looking at the world through a lens of wonderment and joy.

I’m glad to be alive.

The essence of living and working for something greater than ourselves.

Eastern schools of thought say that 64 imprints are made in your mind every time you snap your fingers. When you practice gratitude with sincerity and authenticity, you are leaving an imprint, which will deepen over time, with habituation and regularity.

The fact that your mind captures every single detail means that your gratitude has to be sincere and true. It cannot be fake or half-hearted.

In other words, if you lie to yourself, your mind will notice it. It’s as simple as that.

USE IT TO ENJOY EVERY MOMENT.

USE IT TO LIVE LIFE IN ALL ITS FULLNESS.


Glad To Be Here FAREWELL

For me, Glad To Be Here is not a hollow statement. It's something I have engaged and reflected on at the highest levels of my being. The time I spent at Stanford Business School and the interactions I've had with some of the world's most profound spiritual leaders have only reinforced my belief that elevating the role of gratitude in your life is a transformative experience.

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