

# JOHN 'GUCCI' FOLEY LEADERSHIP ACTIVATION PLAYBOOK



## ■ How Good Do You Want To Be?

- High Performance is a combination of Operational Excellence and a Glad To Be Here mindset. Your team's passion and focus drives action, which improves results. "Flow State" happens when your team is 'locked in' and performing at a High Level.
- Improved results make us feel good. Continuous improvement within your organization builds trust and allows teams to face more challenging opportunities each day.

**ACTION STEP:** On a scale of 1-10, how would you rate...

Your performance? \_\_\_\_\_ Your team's performance? \_\_\_\_\_

What would it take to move toward a 10? How can you raise the bar to levels never before considered? \_\_\_\_\_

---

---

## ■ The Power of Belief

- Elite Performance is a mindset, a process, and a commitment by all.
- What you believe either lifts or limits your performance. This is especially true under pressure or in challenging situations.
- Belief is a critical factor for achieving success. When belief levels are strong, teams perform smarter, better, and with greater resilience.
- Talent and training aren't enough. Your team must be fully engaged!

**ACTION STEP:**

Reflect on a current goal. Do you believe it can be achieved? Belief allows you to see the goal, and the path required to achieve it. Write out your plan below and begin to put in the work!

---

---

---

## ■ What is the Glad To Be Here Mindset?

- The Glad To Be Here mindset changes your teams' perspective. With expressions of gratitude and appreciation, GTBH helps us embrace a purpose larger than self.
- Gratitude is a state of mind that activates extreme performance. It is the energy that drives sustained improvement.
- With a GTBH mindset, team challenges become opportunities to reflect, collaborate, grow, and deliver better results.

**ACTION STEP:** Glad To Be Here conquers stress and anxiety. Focus your thoughts throughout the day on gratitude. This is a simple practice that can help develop a habitual, positive mindset. What are you grateful for today?

---

---

---

---

## ■ What is Your Center Point?

- Is your Team's Centerpoint a flow or process, an important department, your customer, or an idea that will change the world?
- Centerpoint allows a team to achieve clarity, alignment and oneness.
- An aligned team is able to dramatically increase its speed in decision making. The results are better decisions and better execution.
- *"Coming together is a beginning; keeping together is progress; working together is success."* - Henry Ford

**ACTION STEP:** Reflect on your personal Centerpoint. What is it? \_\_\_\_\_

How about your team's centerpoint? \_\_\_\_\_

Is each team member fully aligned on the same Centerpoint? \_\_\_\_\_

How would tighter focus improve results? \_\_\_\_\_

---

---

## ■ The Art of World Class Preparation

- The Blue Angels execute a Brief session before every air show. They visualize and fly the entire program in their minds, before ever boarding their jets. Focus. Presence. Mindset.
- How do you plan to accomplish your Team's goals? Are expectations clearly communicated? Teams that are clear on expectations are much more likely to perform to their full potential.
- Intentional preparation allows teams to engage at a higher level, which drives productivity, creativity and results.

**ACTION STEP:** For the next week, assess the level of engagement in each meeting you attend.

Are expectations clearly communicated? \_\_\_\_\_

What would help to lift the trust level of each team member? \_\_\_\_\_

---

## ■ Trust Accelerates Performance

- Teams can't reach the highest levels of productivity and effectiveness without trust. Improve trust, and high performance will follow.
- A culture of trust improves engagement, deepens relationships, and minimizes miscommunication. Ultimately, that is the basis of an effective team.
- Effective teams communicate, collaborate, and respect each other.
- Leaders serve their teams, and teams deliver results.

**ACTION STEP:** On a scale of 1 to 10, how would you rate the trust level on your team? \_\_\_\_\_

What could you do to improve engagement, communication, and trust? \_\_\_\_\_

How would that impact results? \_\_\_\_\_

## ■ The Glad To Be Here® Debrief Meeting

- The Blue Angels and other elite teams, have a system that drives continuous improvement, connection, and chemistry. That system is the GTBH Debrief meeting. There are three types of Debrief situations: Formal, Periodic, and Real Time.
- Ultimately, the Debrief creates a feedback loop of improvement by asking three questions: what went well; what could have gone better; and what action steps are needed to improve?

**ACTION STEP:** How effective is the feedback loop at your organization? \_\_\_\_\_

Do teams regularly debrief? \_\_\_\_\_

Are leaders engaged and getting feedback in real time? \_\_\_\_\_

How could this area be improved? \_\_\_\_\_

### Dynamics of a Debrief

- ▲ Safe Environment = Respect
- ▲ Check Your Ego = Humility
- ▲ Lay It On The Table = Openness
- ▲ Own It And Fix It = Accountability
- ▲ Glad To Be Here® = Attitude

— “ —————

*Real generosity towards the future  
lies in giving all to the present.*  
-Albert Camus

Contact us to learn about our High Performance Series and Micro Trainings.