



NEEDS: They Run The Show If You Let Them

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We all have needs. Usually, something we lacked as a child. Needs are the root of our less-than-lovely side and they are not optional. They'll get met in ways that serve you or work against you. Will you be aware of them or will you let them run you? They have likely driven your career choices until now.

Here is a sampling of needs that might help with this exercise:

TO BE:

- Accepted
- Included
- Appreciated
- Valued
- Cherished
- Celebrated
- Listened to
- Accomplished
- Important
- Independent
- Busy
- Understood
- Encouraged
- Preferred
- Industrious
- The Best
- Seen
- Loved
- In Charge

TO HAVE:

- Certainty
- Recognition
- Accuracy
- Autonomy
- Stability
- Luxury
- Abundance
- Power
- Peace
- Honesty
- Impact
- Influence
- Freedom
- Flexibility
- Pleasure
- Dominance
- Control
- Results
- Order

What drives you?

(Money? Power? Attention?, etc. Look at the underlying need, for example if money drives you, is the underlying need the need for security, power, control, abundance? or other)

Where are you lacking in your life?

(Where are you dissatisfied? What need is not being met? Love, peace, attention, other?)

What frustrates you?

(Rudeness, not being given credit, not being heard?) What needs to be met to turn that around?

What do others think?

(Ask three people whom you trust what they see as your critical needs. A friend, spouse, mentor, etc...)

Once you have gathered all this information, narrow your list of needs down to the three that are the most critical for you. The ones that drive you nuts if they are not met! Then write down how you get these needs met. Do you get them met in ways that fuel you or in ways that make things difficult for you?

NEED 1

NEED 2

NEED 3