

Identifying and Understanding Your Needs Exercise

Part A: Choosing Your Needs

1. The purpose of this process is to help you:

- Identify what your needs are
- Understand how to get your needs met

2. What are personal needs?

Personal needs are those things we MUST have to be our best. You can get through fairly well without having these needs met but for an effortless, rewarding and successful life, personal needs must be identified and met.

3. Selecting your needs

Read the list of 200 needs below and circle approximately 10 that resonate for you. You're looking for a need, not a want, a fantasy etc. A need is a MUST for you to be your best. Some of your needs you'll know innately, others will require some reflection.

Be Accepted	Approved Permitted Cool	Included Popular Allowed	Respected Sanctioned Tolerated
To Accomplish	Achieve Victory Reach	Fulfil Profit Complete	Realise Attain Produce
Be Acknowledged	Worthy Flattered Appreciated	Be praised Complimented Valued	Honoured Prized Thanked
Be Loved	Liked Held Fondly Relished	Cherished Desired Adored	Esteemed Preferred Touched
Be Right	Correct Morally right Advocated	Not Mistaken Deferred to Encouraged	Honest Confirmed Understood
Be Cared For	Get Attention Saved Shown tenderness	Helped Attended to Get gifts	Cared about Treasured Embraced

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Certainty	Clarity Guarantees Commitments	Accuracy Obviousness Exactness	Assurance Promises Precision
Be Comfortable	Luxury Prosperity Not work	Opulence Indulgence Taken care of	Excess Abundance Served
Communicate	Heard Make a point Listened to	Gossip Share Comment	Tell stories Talk Informed
To Control	Dictate to Manage Not ignored	Command Correct others Keep status quo	Restrain Obeyed Restrict
Be Needed	Improve others Be craved Needs to give	Be a critical link Please others Be important	Be useful Affect others Be material
Duty	Obligated Obey Prove self	Do the right thing Have a task Be devoted	Follow Satisfy others Have a cause
Be Free	Unrestricted Independent Not obligated	Privileged Autonomous Self-reliant	Immune Sovereign Liberated
Honest	Forthrightness Sincerity No censoring	Uprightness Loyalty No secrets	No Lying Frankness Tell all
Order	Perfection Sequential Proper	Symmetry Checklists Liberal-ness	Consistent Unvarying Regulated
Peace	Quietness Reconciliation Agreements	Calmness Stillness Respite	Unity Balance Steadiness
Power	Authority Omnipotence Stamina	Capacity Strength Prerogative	Results Might Influence
Recognition	Be noticed Regarded well Heded	Be remembered Get credit Seen	Be known for Acclaim Celebrated
Safety	Security Fully informed Cautious	Protected Deliberate Alert	Stable Vigilant Guarded
Work	Career Make it happen Responsibility	Performance At task Industrious	Vocation Press, push Be Busy

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Part B: Choosing Your Needs

<p>Whittle the ten needs down to the four that really resonate for you:</p>	<ol style="list-style-type: none"> 1. 2. 3. 4.
<p>Pick one NEED to deep dive into</p>	<p>My Focus Area:</p>
<p>Why is this need important to me? Write down 5 reasons:</p>	
<p>Who am I when I get this need met? (e.g. how do I behave?). Write down 5 responses.</p>	
<p>Who am I when I don't get this need met? Write down 5 responses.</p>	
<p>How well am I getting this need met currently? Write down 5 responses.</p>	

<p>Where am I not getting this need met currently? Write down 5 responses.</p>	
<p>What purpose is being served by not getting this need met?</p>	
<p>What 3 (possibly large) changes in my life would I make in order to get my needs fully met? (e.g. change jobs, let go of draining people)</p>	
<p>What are the 3 boundaries I want to install to protect myself so that this has a chance of being met?</p>	
<p>What are the 3 things that others must do FOR me to satisfy this need?</p>	
<p>What must I upgrade in my life to have this need fully satisfied forever? What are the specific actions?</p>	