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| **FORCE ONE: THE DRIVING FORCE** |
|  | **The 6 Human Needs** |  |
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| **The Four Needs of the Personality** |
|  | **NEED 1:** |  | **PARADOX** |  | **NEED 2:** |  |
| **Certainty**  |  | **Variety**  |
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|  | **NEED 3:** |  | **PARADOX** |  | **NEED 4:** |  |
| **Significance** |  | **Connection / Love** |
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| **The Two Needs of the Spirit** |
|  | **NEED 5:** |  |  |  | **NEED 6:** |  |
| **Growth**  |  | **Contribution** |
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|  | **CERTAINTY** |  |
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|  | **VARIETY** |  |
|  | **SIGNIFICANCE** |  |
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|  | **CONNECTION/LOVE** |  |
|  | **GROWTH** |  |
|  | **CONTRIBUTION** |  |
| **You can meet any or all of these six needs by changing either your**  |
| **Perception (belief or appreciation of) or procedure (vehicles or approach to).** |

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| **THE DRIVING FORCE: THE TARGET OF LIFE** |
| **The Six Human Needs** |
| **That Create Desire and Motive** |
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| All human beings are driven by the same six fundamental needs: the four primary needs (certainty, variety, significance, love/ connection) and the two spiritual needs (growth and contribution). What differs among each of us, however, is how we value these needs: are we driven primarily by certainty and significance? Connection and contribution? Variety and growth? |

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|  |  |  |
|  | Certainty |  |
|  | Variety |  |
|  | Significance |  |
|  | Connection/Love |  |
|  | Growth |  |
|  | Contribution |  |

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| Which needs tend to show up most in your life, particularly when you are experiencing stress, fear, angst, or difficulty? Regardless of what you think you want, or what you’d like to value, operationally, when in the midst of the challenges, turbulence, and spice of life, |
| What tends to show up? Where do you spend most of the time in your relationship and in other areas of your life? What is the primary driving force of your life? What needs do you value most? |
| Whatever you select as your driving force (i.e. whatever needs you value most) impacts every part of your life. If you are driven by certainty and significance, you will likely seek situations that you can control and where you can feel important, unique, or special. If you value connection and contribution, you may look for environments where you can express your caring toward people and make a difference. Think of these six needs as a target with a bull’s eye in the center. The challenge is that the true bull’s eye of these six targets is connection and love, with the inner-most center being growth and contribution. Thus, if you value certainty the most because it is on the edge of the target, if you miss, you’ll be off-kilter. If you truly value the middle circles of contribution and love, you likely have more options to meet your needs at a deeper level and feel fulfilled. The secret is to understand where you truly are and how it impacts your life so that you can ultimately learn to expand the choices available to you to create fulfillment. There is no greater force in your life to direct destiny than the needs you value most. |

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| **HOW YOU FULFILL THE 6 HUMAN NEEDS**  |
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| **YOU CAN MEET ANY OF THESE NEEDS BY DESTRUCTIVE,**  |
| **NEUTRAL, OR CONSTRUCTIVE MEANS.** |
| **1** | **CERTAINTY/COMFORT**  |
| ⚫ | The ability to produce, eliminate, or avoid stress; or to create, increase, or intensify pleasure  |
| ⚫ | Security/survival  |
| **POTENTIAL VEHICLES:** |
| Control  | Learned Helplessness  | Completion  | Faith  |
| Consistency  | Negative Identity  | Identity  | Belief in Guidance  |
| **EXERCISE:** |
| Write down all the ways you currently get certainty.  |
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| **2** | **UNCERTAINTY/VARIETY** |
| Surprise  | Excitement  | Challenge  |
| Diversity  | (Variety is the spice of life!) | (Stimulation of uncertainty is often required for growth.) |
| Difference  |
| **POTENTIAL VEHICLES:** |
| Control  | Faith  | New Relationship  |
| Consistency  | Belief in Guidance  | New Job  |
| Learned Helplessness  | Alcohol  | New Location  |
| Negative Identity  | Drugs  | Stimulating Conversation  |
| Completion Focus  | Food  | Taking on New Challenges  |
| Identity  | “Sabotage”/Pick a Fight  | Learning!  |
| **EXERCISE:** |
| Write down all the ways you currently get uncertainty/variety.  |
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| **3** | **SIGNIFICANCE**  |
| Sense of Being Needed  | Sense of Purpose  | Sense of Meaning |
| Feeling of Importance  | Uniqueness  | Separation  |
| **POTENTIAL VEHICLES:** |
| “Tearing” Others Down  | Style  | Accomplishments |
| Violence  | Development of New | Having Children  |
| Negative Identity: | Skills and knowledge  | Scarcity  |
| Disease/Disorder, etc. | Growing Levels of  | (Scarcity is often used as a |
| Material possessions  | Caring or Extraordinary  | Criteria for creating a feeling  |
| Academic Degrees  | Compassion  | Of uniqueness or importance.) |
| **EXERCISE:** |
| Write down all the ways you currently get significance.  |
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| **4** | **CONNECTION/LOVE** |
| Bonding  | Sharing  | Feeling a Part of | Uniqueness  |
| Oneness | Intimacy  | At One With | Sense of Meaning |
| **POTENTIAL VEHICLES:** |
| Sympathy Through  | Attempting to Get Others  | Being in Nature  |
| Sickness/Injury  | To Comply with Your  | Art  |
| Commit a Negative Act  | Requests (Evidence of  | Self-sacrifice  |
| (Crime, Do Drugs, | Acceptance) | Beauty  |
| Smoking) | Relationships (Family | Pets |
| Gangs | Friends, Intimate) | Sex  |
| Spirituality | Joining a Team/Club |  |
| **EXERCISE:** |
| Write down all the ways you currently get connection/love. |
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| **EXERCISE**  |
| **Discovering Your Driving Force** |
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| All human beings are constantly seeking to meet the 6 Human Needs, but we all tend to value two more than the rest – these two preeminent needs become our Driving Force. For example, someone who values certainty will live a radically different life than someone who values uncertainty/variety. Similarly, someone who focuses on significance will interact with others very differently than someone whose number one need is for connection/love. When you know which needs you value most, you can better understand the choices you make, as well as your emotional patterns.  |
| **1** | **What are the ways you get certainty? Uncertainty?** |
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| **2** | **What are the ways you get significance? Love and connection?** |
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| **3** | **Of the six human needs, which two have you been valuing most?** |
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| **4** | **What are the consequences of valuing those needs in that order?** |
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| **5** | **What do your top two needs need to be now for your life to transform?** |
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| **6** | **If you made that change, what would transform in your life?** |
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