

NeedLess Program

It is possible to have all of your needs permanently met. Now, that might make your life just a bit too effortless, but we hear that people find some rewarding way to fill up the time that is freed up when not chasing needs. This 3-step program is designed to be used in conjunction with a Professional Coach or in the NEEDLESS Workshop. But you can start the process by completing the steps outlined here. It takes most people about a year to reach the 25-point level for all 4 needs. Have it be a great time in your life. You needn't suffer as you get your needs fully satisfied.

The Needless Process and Purpose Of The Program

The purpose of the NeedLess process is to help you:

1. Identify what your Personal Needs are
2. Understand how to get your Personal Needs met
3. Design an effective system to have them disappear

WHAT ARE PERSONAL NEEDS?

Personal needs (vs body needs such as water, food, shelter and love) are those things we must have in order to be our best. One can get through life fairly well not having these needs met, but for an effortless, rewarding and successful life, Personal Needs must be identified, addressed and handled. Many of us spend our lives trying (consciously or not) to get these needs met. At best, we treat the symptoms or get temporary relief from them. This is for two reasons: Most of us assume these needs will "always be with us" and that's "just the way we are." This is not true. It does take a special technology to handle Personal Needs once-and-for-all. We call that the NeedLess process. Your Professional Coach can assist you to more fully understand the dynamic of needs and the steps to have them disappear.

INSTRUCTIONS

STEP 1 - SELECT 10 NEEDS

Read the list of 200 needs and blank approximately 10 which resonate as a need for you. You are looking for a NEED -- not a want, a should, a fantasy or a wish. A need is a MUST for you to BE YOUR BEST. Part of the first step is to TELL THE TRUTH about what you ACTUALLY NEED. This may be the first time you have ever admitted this to yourself. Some of these you will know innately. Others require some straight looking. PLEASE be willing to "try on" words you might normally skip over. These may be hidden needs. If so, you may have one or more of the following reactions:

- * No, no, no; I don't want THAT to be a need
- * You can't get to the next word quickly enough
- * If that is true, I'd have to change my life a lot!
- * Flush, blush or shake when reading the word

Got the idea? Good. Now blank the 10 words which you believe to be Personal Needs. Ask yourself: "If I had this, would I be able to reach my goals and vision without effort" (work yes, struggle no)

STEP 2 - NARROW YOUR NEEDS TO 4

We all need a little of everything listed on this page. But we want you to pick the 4 Personal Needs from the ones you blanked. You may wish to compare each of your 10 with each other and ask yourself "Now, do I need X or Y?"

Which ones could I live well without? Which ones, when met, make the other ones not too important?" Please choose your 4 Personal Needs and write them on the front panel where indicated.

Be Accepted

Approved
 Be included
 Respected
 Permitted
 Be popular
 Sanctioned
 Cool
 Allowed
 Tolerated

To accomplish

Achieve
 Fulfill
 Realize
 Reach
 Profit
 Attain
 Yield
 Consummate
 Victory

Be Acknowledged

Be worthy
 Be praised
 Honored
 Flattered
 Complimented
 Be prized
 Appreciated
 Valued
 Thanked

Be LOVED

Liked
 Cherished
 Esteemed
 Held fondly
 Be desired
 Be preferred
 Be relished
 Be adored
 Be touched

BE RIGHT

Correct
 Not mistaken
 Honest
 Morally right
 Be deferred to
 Be confirmed
 Be advocated
 Be encouraged
 Understood

Be Cared For

Get attention
 Be helped
 Cared about
 Be saved
 Be attended to
 Be treasured
 Tenderness
 Get gifts
 Embraced

CERTAINTY

Clarity
 Accuracy
 Assurance
 Obviousness
 Guarantees
 Promises
 Commitments
 Exactness
 Precision

Comfortable

Luxury
 Opulence
 Excess
 Prosperity
 Indulgence
 Abundance
 Not work
 Taken care of
 Served

To Communicate

Be heard
 Gossip
 Tell stories
 Make a point
 Share
 Talk
 Be listened to
 Comment
 Informed

TO CONTROL

Dominate
 Command
 Restrain
 Manage
 Correct others
 Be obeyed
 Not ignored
 Keep status quo
 Restrict

BE NEEDED

Improve others
 Be a critical link

Be useful
 Be craved
 Please others
 Affect others
 Need to give
 Be important
 Be material

DUTY

Obligated
 Do the right thing
 Follow
 Obey
 Have a task
 Satisfy others
 Prove self
 Be devoted
 Have a cause

BE FREE

Unrestricted
 Privileged
 Immune
 Independent
 Autonomous
 Sovereign
 Not obligated
 Self-reliant
 Liberated

HONESTY

Forthrightness
 Uprightness
 No lying
 Sincerity
 Loyalty
 Frankness
 No withholds
 No
 perpetrations

ORDER

Tell all
 Perfection
 Symmetry
 Consistent
 Sequential
 Checklists
 Unvarying
 Right-ness
 Literal-ness
 Regulated

PEACE

Quietness
 Calmness
 Unity

Reconciliation
 Stillness
 Balance
 Agreements
 Respite
 Steadiness

POWER

Authority
 Capacity
 Results
 Omnipotence
 Strength
 Might
 Stamina
 Prerogative
 Influence

Recognition

Be noticed
 Be remembered
 Be known for
 Regarded well
 Get credit
 Acclaim
 Heeded
 Seen

Celebrated**SAFETY**

Security
 Protected
 Stable
 Fully informed
 Deliberate
 Vigilant
 Cautious
 Alert
 Guarded

WORK

Career
 Performance
 Vocation
 Press, push
 Make it happen
 A task
 Responsibility
 Industriousness
 Be busy

STEP 3 - DESIGN A SYSTEM TO GET YOUR NEEDS MET

Now that you have your Personal Needs identified, you will want to design a way to have them all met, permanently. This satisfaction system has 3 parts, as described below:

ESTABLISHING BOUNDARIES

A boundary is a line you draw all around you that permits only the behaviors of others which are acceptable and nourishing to you. You may set a boundary of not allowing anyone to hit you, yell at you, be critical of you, take advantage of you, not show affection, call you only when they need something, interrupt you when you are working etc. You may be permitting these behaviors now for some pretty good reasons (as in justification). But there are no excuses or reasons to let anyone do anything to you that hurts you, distracts you, uses you or dominates you. You will want to establish a boundary which is MUCH MORE THAN YOU ACTUALLY NEED. Got that? Be rigorous with yourself on this one. You cannot get your needs met if you are unwilling to set significant boundaries, so no excuses or justifications, okay? BE SELFISH ON THIS ONE!

When you set a boundary, you are protecting your heart, soul and what we call Self. So, you cannot be your Self without the protection provided by strong, healthy boundaries. The people who really care about you will honor these boundaries, and will care for you more. But give everyone time to get used to them (like 3 months or so).

GETTING A SELFISH AUTOMATIC SPRINKLER SYSTEM

Once boundaries are identified and installed, the next step is to design what we call a Selfish Automatic Sprinkler System, or SASS. A SASS is just what the term implies. You want your need to be satisfied (watered) whether you're thinking about it or not (automatic). This takes a little creative work to put together - Your Professional Coach has experience with this one and is a good person with whom to brainstorm. SASS examples include: Getting friends to satisfy your need by saying or doing specific things YOU have designed for them to do, like calling you, including you, doing things for you (that YOU asked for), telling you how they appreciate you, etc. You will want to be shameless in this process of designing and implementing a SASS. It is good to tell the people around you how they can satisfy your needs. And remember, it is only temporary, because when done properly, these needs disappear. You'll NOT have to spend the rest of your life getting your needs watered - you are not a lawn.

NEEDLESS PROGRAM CHECKLIST

Use this checklist to guide yourself through the program. Fill in the X blank when you have started on the step. Fill in the ! blank when you have completed the step. Fill in the appropriate box on the Progress Chart on the front page when you have completed the step. Work these 25 steps in order. Do this process for EACH of the 4 needs you've chosen as Personal Needs.

__ __ 1. Select the Personal Needs, using the procedure described in Phase 1. Write in the needs at the top of the chart on the first page of this program.

__ __ 2. Ask yourself "Why is this need important enough to me to be a Personal Need?" Write down 5 specific reasons on a sheet of paper.

__ __ 3. Ask "Who am I when I get this need met? How do I act? What do I think about? What motivates me? Write down 5 specific examples on a piece of paper.

__ __ 4. Ask "Who am I when I don't get this need met? How do I behave? How do I feel about myself? About others? About life? Write down 5 specific responses on a piece of paper.

__ __ 5. Ask "How well am I getting this need met? What am I doing in my life that permits this need to be satisfied to the point of it disappearing?" Write down 5 specific ways that you are currently satisfying this need.

__ __ 6. Ask "Where am I not getting this need met? What I am doing that restricts, dishonors or does not give this need the room and nourishment it requires and deserves?" Write down 5 specific things you are doing which don't serve your needs.

__ __ 7. Ask "What 3 changes would I make in my life in order to fully meet and satisfy this need?" Write down the 3 specific (and probably large) changes to make in the next 90 days. Examples of changes:

- * change jobs
- * face & handle something tough
- * stop smoking
- * start fully communicating
- * let go of duties
- * get special training
- * let go of the future
- * let go of draining people

__ __ 8. Make change #1 - permanently.

__ __ 9. Make change #2 - permanently.

__ __ 10. Make change #3 - permanently.

__ __ 11. Ask "What are the 3 boundaries I can install to protect myself so that this need has a chance of getting met? What do I no longer permit others (or situations) to do to or with me?" Write these down on a piece of paper.

__ __ 12. Install each of these 3 boundaries to a degree greater than you need.

__ __ 13. Ask "What are the 3 things that people must do FOR me to satisfy this need?" (SASS) Write these down on a piece of paper.

__ __ 14. Arrange for SASS 1.

__ __ 15. Arrange for SASS 2.

__ __ 16. Arrange for SASS 3.

__ __ 17. Ask "What are the 3 High Personal Standards which I must honor in order for this need to disappear?" Write these down on a piece of paper.

__ __ 18. Honor High Personal Standard #1.

__ __ 19. Honor High Personal Standard #2.

__ __ 20. Honor High Personal Standard #3.

__ __ 21. Ask "What must I now upgrade in my life to have this need fully satisfied forever? Come up with 3 substantial changes.

__ __ 22. Make these changes.

__ __ 23. Eliminate any residue or clean up anything left from this process.

__ __ 24. Share this process with a friend and help them get started with it.

__ __ 25. Throw a party to celebrate your new life.