

## 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  
Tell all

**ORDER**

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.