



THE SIX HUMAN NEEDS OVERVIEW

Congratulations in taking-action in living a more fulfilling life. Everyone experiences the same Six Human Needs. However, everyone finds different ways of satisfying these needs. Each of these needs can be met in ways that are positive or negative. Some ways of satisfying these needs are good for the person, good for others and good for society, and some are bad for everyone.

I invite you on a 15-minute call to go over the results of the quiz. On the call, I will share with you, the priorities of each human need. Please keep in mind that this isn't a "good" or "bad" analysis of your current condition. The priorities will simply give you answers as to "why" you are experiencing certain outcomes.

In the meantime, here is an overview of the six needs for you to consider. When we go over your specific results, you will see themes emerge.

THE NEED FOR CERTAINTY:

We want to feel safe, avoid pain and feel comfortable in our environment. Every individual needs to have some sense of certainty and security – a roof over one's head, knowing where the next meal will come from, knowing how to obtain care when one is sick, etc.

The degree to which certainty is needed or desired, however, varies from person to person. Some people feel secure living in a 1100 square foot condo and getting their basic needs met. Others can feel certainty only if they make a million dollars each year. Even though some certainty is necessary to all of us, what constitutes certainty varies from individual to individual.

THE NEED FOR UNCERTAINTY/VARIETY:

The need for uncertainty, variety and challenge, will exercise our emotional and physical range. Everyone needs some variety in life. Our bodies, our minds, our emotional well-being all require uncertainty, exercise, suspense, surprise.

The person caught in the same routine day after day will seek change and look for uncertainty. Just as a sense of security is reassuring, so the excitement that comes from variety is necessary to feel alive. For some variety might be satisfied by watching the news on television. Others may seek extreme high-risk activities such as extreme sports to satisfy their need for uncertainty.

THE NEED FOR SIGNIFICANCE:

Every person needs to feel important, needed, wanted. Significance comes from comparing ourselves to others – in our quest for significance we become involved in hierarchical pecking orders and questions of superiority or inferiority. We can feel significant because we have achieved something, built something, succeeded at something, or we can seek significance by tearing down something or somebody.

In its positive aspect, significance leads us to raise our standards. But if we are overly focused on significance, we will have trouble truly connecting with others. For some, significance comes from



providing for the family; for others, from doing meaningful work, some need to make a major contribution to humanity; some require immense wealth. Whatever the measure of significance, a sense of being important is necessary to all human beings.

THE NEED FOR LOVE/CONNECTION:

This is the need to experience of love and connection. Everybody needs connection with other human beings, and everyone strives for and hopes for love. An infant needs to be loved and cared for during a long period of time if it's to develop normally. This need for love continues throughout our lives. It is epitomized by the concept of romantic love, the one person who will devote their life to us and make us feel complete. In some cultures, romantic love doesn't exist, it's replaced by the love of relatives and friends. Some people rarely experience love, but they have many ways of feeling connection with others – in the community or in the workplace. The need to be loved is characteristic of all human beings.

THE NEED FOR GROWTH:

When we stop growing, we die. We need to constantly develop intellectually, emotionally and spiritually. We grow and change physically as we develop from infancy to adulthood and old age. We grow and change emotionally with every experience, and we grow intellectually as we respond to events and to the world around us. Anything that you want to remain in your life – your money, your health, your relationship, your happiness, love – must be cultivated, developed and expanded. Otherwise, it will degenerate. Some people satisfy the need to grow by working out physically or by reading books. Others need to study and learn constantly in order to feel that they are truly growing.

THE NEED FOR CONTRIBUTION:

The need for contribution goes beyond our own needs. A life is incomplete without the sense that one is making a contribution to others or to a cause. It is in the nature of human beings to want to give back, to leave a mark on the world. Giving to others may mean giving time to community service, making a charitable donation, planting trees, writing a book, or giving to one's children. Not only can everyone contribute in some way but contribution is essential to a sense of fulfillment and to happiness.

The first four needs – certainty, uncertainty, significance and love – are essential for human survival. They are the fundamental needs of the personality – everyone must feel that they have met them on some level, even if they have to lie to themselves to do so. The last two needs, growth and contribution, are essential for human fulfillment.