UNLEASHING THE POWER OF YOUR SIX HUMAN NEEDS

All human beings have different desires, but we are all driven by the same set of needs. Understanding the Six Human Needs can allow you to turn on your driving force, discover all you're capable of, and become truly fulfilled on a consistent basis.

THE FOUR CLASSES OF EXPERIENCE

1. We usually think of a Class 1 experience as a "peak life experience." A Class 1 experience:
   • feels good,
   • is good for you,
   • is good for others, and
   • serves the greater good.

2. Most people want to avoid Class 2 experiences, but mastering them brings us the most joy, growth, and fulfillment. A Class 2 experience:
   • does not feel good,
   • is good for you,
   • is good for others, and
   • serves the greater good.

3. Nonproductive Class 3 experiences provide immediate pleasure but eventually destroy our quality of life and give us ultimate pain. Drinking excess alcohol could fit into this category. A Class 3 experience
   • feels good,
   • is not good for you,
   • is not good for others, and
   • does not serve the greater good.

4. People often indulge in Class 4 experiences as a result of peer pressure, conditioning, or old belief systems. Smoking cigarettes, for example, usually doesn't feel good the first time, yet many people continue to do it. A Class 4 experience is something that
   • does not feel good,
   • is not good for you,
   • is not good for others, and
   • does not serve the greater good.

The secret to a happy and fulfilled life is learning to convert Class 2 experiences into Class 1 making the process of doing them feel good as well as be good.

All people have the same problems because we all have the same six human needs. These needs are paradoxical—they seem to be in conflict with one another. Serious problems can arise when we choose destructive tools or vehicles to try to satisfy these needs. Instead, we can choose to establish new patterns of fulfilling our needs that will move us rapidly toward life mastery.

To BE FULFILLED, we must CONSISTENTLY meet these SIX HUMAN NEEDS:

Certainty/Comfort

uncertainty/Variety

Significance

Connection /Love

Growth

Contribution
ALL HUMAN BEINGS HAVE THE NEED FOR:

1. Certainty/Comfort
For most people, certainty equals survival. As you heard in this session, when I was faced with the news of a pituitary tumor, it had a powerful effect on my level of certainty. We all need a sense of certainty that the roof will hold above our heads, the floor will hold beneath our feet, and that we can avoid pain and gain pleasure.

How do we meet the need for certainty? Some people try to achieve it by reaching for things that make them certain they can be comfortable: food, drugs, alcohol, or cigarettes. Others find it by submersing themselves in their work or by trying to control everything around them—their environment or other people. These are usually Class 3 experiences (they may feel good for the moment but are not good for you, not good for those around you, and do not serve the greater good).

On the other hand, using your internal courage or faith to achieve certainty would be a Class 1 vehicle. When you're feeling courageous, when you're using your faith, you tend also to do those things that serve the greater good.

How do you try to get certainty in your life? List some of the ways you try to be certain you can be comfortable, avoid pain, and gain pleasure.

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Here's the paradox, though. When you become totally certain, when things are completely predictable, you satiate this need and become bored. And so while we want certainty, we simultaneously want a certain amount of ...

2. Uncertainty/Variety
Everyone needs variety, a surprise, a challenge to feel fully alive and experience fulfillment. With too much certainty, we're bored. Likewise, with too much variety, we become extremely fearful and concerned.

People will violate their values to meet their needs.
Choosing the wrong vehicle only leads to pain.

There's a delicate balance between these two needs that must be struck for us to feel truly fulfilled. We need a degree of certainty in our lives to appreciate the variety. Some people choose negative ways of getting variety, like using drugs or alcohol to change their emotional states or the way they feel. Others choose neutral vehicles, like watching movies. Still others use positive vehicles, like stimulating conversation and opportunities to learn.

How do you try to get variety in your life? List some of the positive ways you try to create surprise, challenges, and diversity in your life.

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3. **Significance**
   We all have a need for significance, the sense that we are unique in some way, that our lives have a special purpose or meaning. We can try to meet this need through destructive vehicles—for example, making ourselves unique by manufacturing a belief that we're better than everyone else or by developing extreme problems that set us apart. Medical science now shows that some people have even developed the subconscious ability to make themselves ill in order to gain the caring attention of others. This would clearly be a Class 4 experience.

Some people develop uniqueness by earning more money, having more "toys," going to school and achieving more degrees, or dressing in a unique way and having a certain sense of style. Some choose to live lives of extraordinary service, a positive Class 1 experience that may feel like Class 2 at times.

How do you try to get significance in your life? *List some of the things you do that make you feel unique, needed, fulfilled, or significant.*

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We all need to feel unique. But paradoxically, to feel unique we have to separate ourselves from other people. If we feel totally unique, we feel different and separate, which violates our need for…..

4. **Connections and Love**
   All human beings need to feel connected with ourselves as well as others with whom we can share our love.

To meet this need, you can join a group or a club that has a positive purpose. Some people join gangs, which have negative purposes but still provide that sense of connection. Some people feel immediate connection by aligning with their Creator and feeling like they're being guided. People will steal, take drugs, or drink excessive amounts of alcohol to be part of a group and feel a sense of connection. Others will perform at extraordinary levels in order to be accepted, loved, or connected to a high-performance team.

As with all six human needs, if you give consistently that which you wish to receive, you will tend to get it back from others.

How do you try to get connection and love in your life? *List some of the ways you try to feel connected to yourself, to others, to your Creator.*

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These first four needs are the fundamental needs. The next two are the primary needs that must be met for you to feel totally fulfilled as a person.
5. **GROWTH**  
Growth equals life. On this planet, everything that is alive is either growing or dying. It doesn't matter how much money you have, how many people acknowledge you, or what you have achieved ... unless you feel like you're growing, you will be unhappy and unfulfilled. But you must also be able to experience the euphoria of meaningful ...

6. **CONTRIBUTION**  
We all have a deep need to go beyond ourselves and to live a life that serves the greater good. In the moments that we do this, we experience true joy and fulfillment. Contributing not only to others but also to ourselves is a meaningful action, for we cannot give to others that which we do not have. A balance of contribution to oneself and to others, especially unselfish contribution, is the ultimate secret to the joy that so many people wish to have in their lives.

How do you try to get growth and contribution in your life? *List some of the things you do to obtain the feeling that you are growing and contributing-to yourself, to others, to the world at large.*

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**Your Assignment**

If there is anything you love to do (and you could do for hours) that others find difficult, I can promise you it's because this activity meets all of your needs at a high level. If you find a few vehicles that meet all six of your needs, you'll find yourself full of drive and you'll know what to do to achieve your goals. And it all starts with awareness—you must become aware of why you're doing what you're doing and find a new pattern for fulfillment!

1. **What's something you love to do, something you feel compelled to do, something that feels effortless for you?** On a 0-10 scale, how much does this activity meet your need for:
   
   Certainty _________ Uncertainty/Variety _________
   Significance ________ Connection/Love _________
   Growth ____________ Contribution _________

2. **What's something you hate to do, or try to avoid doing?** On a 0-10 scale, how much does this activity meet your need for:
   
   Certainty _________ Uncertainty/Variety _________
   Significance ________ Connection/Love _________
   Growth ____________ Contribution _________

3. **Write down something you don't like to do but have to do (a Class 2 experience that doesn't feel good but is good for you, good for others, and serves the greater good).**

Turn that activity into a Class 1 experience by finding ways to make sure it meets all six of your needs at a greater level.
CERTAINTY: What could I do or believe to make thinking about this activity feel not only comfortable but also pleasurable?

UNCERTAINTY/VARIETY: How could I bring more variety to this task?

SIGNIFICANCE: How can I appreciate how important this is?

CONNECTION/LOVE: How can I feel more love while I'm doing this?

GROWTH: How can I feel like I'm growing?

CONTRIBUTION: How can I feel like I'm contributing?

Resources: Anthony Robbins – Get the Edge