



Module 4: True-me® Method III: Class #1

When your clients have reached this point, they are ready to _____ themselves. That is, they have work consciously on what are the thought _____, the anti-values and the limiting beliefs that they used to recycle and that created their problems, they have _____ any negative emotions and beliefs that drag them down, and can now concentrate - with clarity- in _____ the self they want, and the life they deserve.

This is the time to speak to them about their _____! What they are and how to productively _____ them.

_____ characterize the human species, because they are _____ to all. They are natural, innate and consequently we all _____ them. No matter the place of origin, the _____ of one person are the same as the



_____ of the rest of people in the planet. That is why they also have the same basic _____.

What however is different, and greatly differentiates people to the point that makes each person _____, is the way they _____ to meet their _____. _____ motivate each action they take, each behavior they display. Unfortunately, sometimes these ways are debilitating, destructive or unproductive and do not help to _____ their lives, but only give them a _____ satisfaction.

It is important to understand the needs that _____ people, as it can be an aid to comprehend their _____. It is equally important to understand the productive and unproductive ways of covering those needs, as from that depends the _____ of life a person lives.



It is also important to realize, that needs stand _____ values, that needs must be fulfilled _____, before humans are ever ready to fulfilled values. If a person is fulfilling his/her needs _____, that will mean that needs are supported by the values the person holds. But unfortunately, this is not always the case, and needs might _____ values - if the intensity of the need dictates it.

NEEDS

1. _____: Every human being - and so your clients and even yourself - will have the need to feel that, what is _____ for them, will remain being valid. In its extremity, this need is expressed by the state of _____, that paralyzes all until it is fulfilled. Thus, it is the most important of all needs, because without it, a person cannot move towards the satisfaction of his/her other needs.

Here are some negative examples that are used to cover this need:

- _____ **Avoidance**
- **Accepting an** _____ **routine**



- **Pervasive dependence on the** _____

- _____
- _____ **Control**
- **Adoption of a negative** _____
- _____

2. _____: In change, the movement of life can be found. It is the energy that feeds it. People have a need, that dictates that they seek _____, _____, joy, fun, entertainment. It is important that they find _____ in life, by pursuing to enjoy themselves, others and all the wonders surrounding them.

Here are some negative examples of how this need is fulfilled:

- _____ **work hours**
- _____ **relationships**
- **Excessive use of** _____
- _____



▪

_____ taking

3. _____

In pursuing this need, people want to feel how important they are, how _____ they are. They wish, whatever they offer, to be recognized as significant, to be _____ by themselves and by others, so that they feel _____.

Here are some negative examples of how this need is fulfilled:

- Adoption of _____ behaviors
- _____
- _____ or other _____.

4. _____

It is true that people need to connect with other people. It is not a _____ to want to achieve this. People need to belong, to share, to enjoy together with others. It is through this process that they can _____ the most. And therefore, when they feel that this



_____ is fulfilled, they are in heaven. When they
_____ it, life seems gloomy and poor.

Here are some negative examples of how this need is fulfilled:

- **The Sympathetic** _____
- _____
- _____
- **The use of** _____

THE 4 BASIC HUMAN NEEDS

We have talked so far about the four human needs which are "basic" because they are necessary for _____ living. However, only when they are satisfied in full, the _____ of the following two needs will bring _____ to the person:

THE NEED FOR _____

This need states that, whatever is done by the person, must lead to his/her own
_____, _____, _____.



And this is true for human beings as it is for anything in the universe. If something does not develop, it will _____.

This need can be expressed also as a stance in life. When people _____ in front of situations, events and others with a stance for _____, they are more prompt to see the positive side of things and to advance in their lives.

It is important that your clients maintain high _____ for themselves and _____ them throughout their life – and you must aid also yourself to do the same. We are all here for a _____ and we should accomplish it and offer it to the world. Pursuing to fulfill this purpose will bring _____ and _____, and in this way this need will be satisfied, with all the benefits that it will bring.

THE NEED FOR _____

When people have satisfied the above need for _____, then they are ready to go ahead in their life and contribute to _____. They are ready to expand their actions beyond _____. Everything must serve the highest purpose there is, which is the good of the _____.



No action is independent, everything is _____. When somebody does not serve the _____, his/her actions will soon be _____.

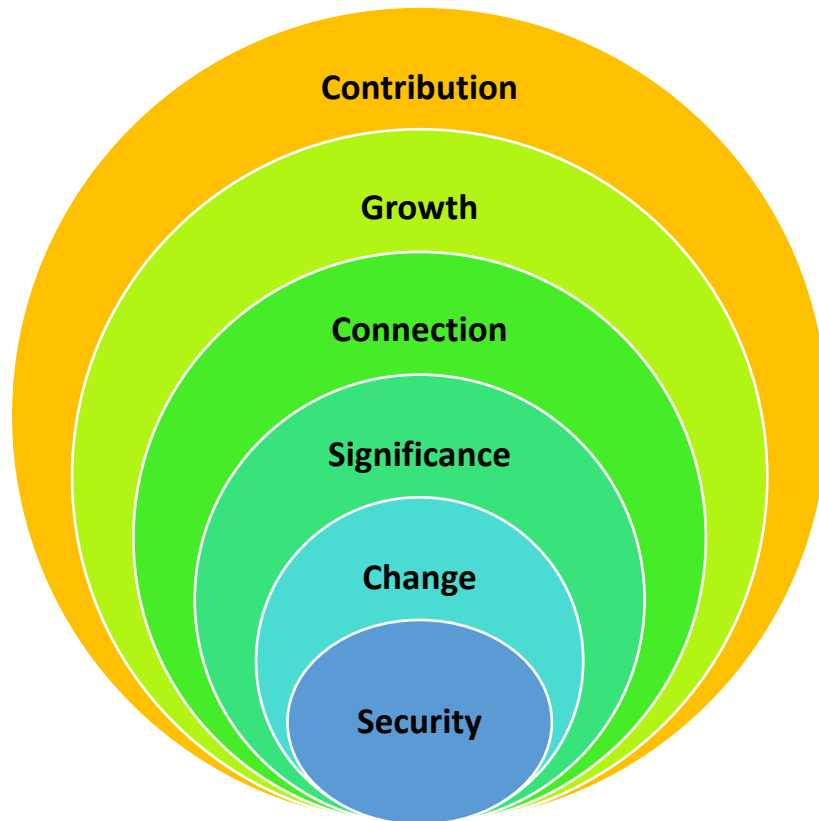
However, when people have the inspiration to offer what they have - love, time, money, wisdom, prosperity - and help everyone _____, they will feel a deep satisfaction. They will be fully aware that they are part of an immense _____ and their goal will be the _____ of life, which only occurs when they are able to deeply satisfy themselves, at all levels.

UNDERSTANDING NEEDS IN DEPTH

Fulfilling needs is _____ in life. Anyone who knows his/her needs and productively satisfies them, can provide himself/herself a life of _____. Beyond that, though, knowing the needs of others can also offer a big _____. Coaches can, with a little practice, realize what are the needs behind any behavior they observe. And when they managed to do that, they can guide their clients and support their fulfillment in a _____ way.



HUMAN NEEDS



INVITE YOUR CLIENT TO THINK ABOUT THE FOLLOWING:

Take one by one the needs and ask:

- *How* _____ *is this need for you?*
- *How do you* _____ *satisfy it?*
- _____



- _____

•With everything you have learned today, how do you decide to satisfy this need, from now on?

From the discussion you will have, the clients will be in a much better position to _____ needs and how they are fulfilling them to date. It might be that some behaviors must change, in order to support their new _____ of life or any specific target they might want to achieve. Thus, your job will be to support them in _____ and _____ into these new, productive strategies of behaviors.

THE TASK OF THE WEEK

Have the discussion about needs with yourself and/or a client. Note the impact that the new knowledge can have in your life or in your clients' life. Document your findings.