

NeedLess Program

It is possible to have all of your needs met permanently. 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 they are not chasing needs.

This three-step program is designed to be used in conjunction with a professional coach, 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 four needs. Make it a great time in your life. You needn't suffer as you get your needs fully satisfied.

Purpose of the Program

The purpose of the **NeedLess** program process is to help you to:

- Identify what your personal needs are
- Understand how to get your personal needs met
- Design an effective system to have them vanish

What are personal needs?

Personal needs (versus bodily needs such as water, food, and shelter) 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 things are. This is not true.

It does take a special technique 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 make them vanish.

Progress Chart

Date	Points (+/-)	Score

NeedLess Program 100-Point Checklist

Top Four Needs				
#	1. _____	2. _____	3. _____	4. _____
25				
24				
23				
22				
21				
20				
19				
18				
17				
16				
15				
14				
13				
12				
11				
10				
9				
8				
7				
6				
5				
4				
3				
2				
1				

Give yourself credit as you get points from the 100-point program. Fill in columns from the bottom up.

Instructions

Please read these instructions twice, and read them carefully to let the subtleties show themselves.

Step 1: Select 10 needs.

Read the list of needs and circle approximately 10 that 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 something that must be met 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 were true, I’d have to change my life a lot!”
- You flush, blush, or shake when reading the word.

Now circle the 10 words 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.)

Be Accepted	Approved Be popular Tolerated	Be included Sanctioned	Respected Cool	Permitted Allowed
To Accomplish	Achieve Profit Victory	Fulfill Attain	Realize Yield	Reach Consummate
Be Acknowledged	Be worthy Complimented Thanked	Be praised Be prized	Honored Appreciated	Flattered Valued
Be Loved	Liked Be desired Be touched	Cherished Be preferred	Esteemed Be relished	Held fondly Be adored
Be Right	Correct Be deferred to Understood	Not mistaken Be confirmed	Honest Be advocated	Morally right Be encouraged
Be Cared For	Get attention Be attended to Embraced	Be helped Be treasured	Cared about Tenderness	Be saved Get gifts
Certainty	Clarity Guarantees Precision	Accuracy Promises	Assurance Commitments	Obviousness Exactness

Be Comfortable	Luxury Indulgence Served	Opulence Abundance	Excess Not work	Prosperity Taken care of
To Communicate	Be heard Share Informed	Gossip Talk	Tell stories Be listened to	Make a point Comment
To Control	Dictate to Correct others Restrict	Command Be obeyed	Restrain Not ignored	Manage Keep status quo
Be Needed	Improve others Affect others Be a critical link	Be useful Need to give	Be craved Be important	Please others Be material
Duty	Obligated Satisfy others Do the right thing	Follow Prove self	Obey Be devoted	Have a task Have a cause
Be Free	Unrestricted Autonomous Liberated	Privileged Sovereign	Immune Not obligated	Independent Self-reliant
Honesty	Forthrightness Loyalty Tell all	Uprightness Frankness	No lying No censoring	Sincerity No secrets
Order	Perfection Checklists Regulated	Symmetry Unvarying	Consistent Proper	Sequential Literalness
Peace	Quietness Stillness Steadiness	Calmness Balance	Unity Agreements	Reconciliation Respite
Power	Authority Strength Influence	Capacity Might	Results Stamina	Omnipotence Prerogative
Recognition	Be noticed Get credit Celebrated	Be remembered Acclaim	Be known for Heeded	Regarded well Seen
Safety	Security Deliberate	Protected Vigilant	Stable Cautious	Fully informed Alert, Guarded
Work	Career Make it happen Be busy	Performance At task	Vocation Responsibility	Press, push Industriousness

Step 2: Narrow your needs to four.

We all need a little of everything on this list. But we want you to pick the four personal needs from the ones you circled. You may wish to compare each of your 10 needs with each of the others 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 as important?” Choose your four personal needs and write them down on the top of the checklist provided.

Step 3: Create 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 three parts, as described in the following sections.

Establishing Boundaries

A boundary is a line you draw all around you that permits only the behaviors of others that 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, and the like. You may be permitting these behaviors now for some pretty good reasons. But there are no excuses or reasons to let anyone do anything to you that hurts you, distracts you, uses you, or commands your attention. You will want to establish a boundary that is much more than you actually need. Be rigorous with yourself on this one. You cannot get your needs met if you are unwilling to set significant boundaries, so no excuses. Be selfish on this one!

When you set a boundary, you are protecting your heart, your 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.

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 (automatically). 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, and so on. 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. Remember, it is only temporary, because when the SASS is operating properly, these needs vanish.

Raising Your Personal Standards

After you have started on boundaries and your SASS, begin to substantially raise your personal standards (PSs). These are the behaviors you hold yourself to in order to become a bigger person. Examples of PSs range from the obvious to the advanced: Don't steal, always tell the truth, speak straight, be unconditionally constructive, be responsible for how you are heard rather than what you say, don't smoke or abuse your body, always be early, avoid all adrenaline rushes.

Set PSs that are a stretch, but not ones that will cause you to fail. You will have plenty of time to upgrade them with the extra energy you receive as your needs become met.

NeedLess Program Checklist

Use this checklist to guide yourself through the program. Fill in the circle when you have *started* on the step. Fill in the square when you have *completed* the step. Fill in the appropriate box on the checklist provided when you have completed the step. Work these 25 steps in order.

Do this process for each of the four needs you've chosen as personal needs.

- 1. Select the personal needs, using the procedure described in step 1. Write in the needs at the top of the checklist provided.
- 2. Ask yourself, "Why is this need important enough to me to be a personal need?" Write down five 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 five specific examples on a piece of paper.
- 4. Ask, "Who am I not when I don't get this need met? How do I behave? How do I feel about myself? About others? About life?" Write down five 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 its vanishing?" Write down five 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 five specific things you are doing that don't serve your needs.
- 7. Ask, "What three changes would I make in my life in order to fully meet and satisfy this need?" Write down the three specific (and probably large) changes to make in the next 90 days. Examples of changes: change jobs, face and 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 three 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?" List these on paper.
- 12. Install each of these three boundaries to a degree greater than you need.
- 13. Ask, "What are the three things that people must do for me to satisfy this need?" (This is your SASS.) Write these down on a piece of paper.
- 14. Arrange for part one of your SASS.
- 15. Arrange for part two of your SASS.
- 16. Arrange for part three of your SASS.
- 17. Ask, "What are the three high personal standards that I must honor in order for this need to vanish?" List these on 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 three 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.

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