

– THE COACHING CONNECTION –

Connecting You With All That You Can Be Personally and Professionally

What Drives Our Success?

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We are driven by our needs. What is a need? It is a necessity in our life not something optional. It is about lacking something that will make us feel complete. To be successful we need to get our needs met. When our needs are unmet they demand our attention. In our culture it is common for us to try to satisfy our needs with our wants. Our wants only provide us with temporary gratification. Like eating junk food when we are tired, it makes us feel good at the moment, but it does not eliminate our need for rest. When we proactively focus on getting our needs met for the long term we will have more self-confidence, healthier relationships and more energy and time for what is really important to us.

We have two basic categories of needs. First are our survival needs. These include our physical needs for air, water, shelter and food. Second are our personal or emotional needs. Some common needs include a need for acceptance, love, recognition, freedom, power, independence, safety, honesty, being right, appreciation, being heard, comfort, achievement and using our voice. These needs and their importance will differ for each of us. Until we get our core emotional needs met we will never be fully satisfied in life.

Recently a client shared that she was upset by a conversation with a close family member who was very focused on doing something special for someone else. During a coaching session she discovered that the reason she was reacting so strongly to this situation was because she was feeling unappreciated in her life and that she was not being acknowledged for all the wonderful things she does for others. Once she became clear on the need that was driving her reaction she was then able to proactively create a plan to satisfy her need to become more validated in her life. Her plan included:

1. Making herself as important as she makes others.
2. Creating healthy boundaries to mirror only those who respect and appreciate her.
3. To speak up for herself and ask for what she needs from others.
4. To self-acknowledge herself each evening for three wonderful things she did that day.

We often find that problems develop in our relationships and life because we expect someone or something else to meet our needs. Clues that help us identify unmet needs include finding ourselves reacting to external things and putting a lot of attention on

our short term wants. To get our needs met we need to take ownership for them by identifying and implementing the directed actions that will satisfy our desires for the long term. We satisfy our needs by both taking action ourselves and asking for the support of trusted family, friends or professionals. When we ask for support we give others the opportunity to choose to support us or not. If they choose not to or are unable to this creates an opportunity for you to find others that can and will support you.

The 10 Simple Steps to Getting Your Needs Met Once and for All

1. Identify what needs are driving you. Recurring patterns are a good place to start. Ask yourself what is holding you back from being happy and complete?
2. Prioritize them by rating them on a scale of 1-10 the amount of time and energy you spend trying to satisfy or avoid each one.
3. Choose three to focus on.
4. Embrace and accept that your needs are a part of you that you **must** satisfy.

5. Reflect on where the need came from to determine if it is something you still need for where you are in your life today.
6. Visualize what it will look and feel like to eliminate a particular need once and for all.
7. Create a wishlist of ways to make this happen.
8. Develop a proactive plan with 3 empowering action steps with timelines.
9. Use your voice, ask for what you need.
10. Assemble the support team you need to succeed.

Continue to focus on each need until you feel confident that the need is met. You will know when the need is no longer driving your actions and is not constantly on your mind. By addressing and satisfying your needs you will gain a broader perspective in life, become less reactive, have increased self-confidence, have more energy and creativity and a better understanding of who you are and what is driving your success.

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The Coaching Connection is a community-based service connecting you with all that you can be personally and professionally. This service is provided by our local Mount Washington Valley Professional Coaches, Angela Zakon and Cathy Nealon. For a copy of a free needs evaluation program, support in getting your needs met or a full copy of the previous article titled "Defining Success For Your Life" contact Angela at 447-4337, www.ZakonGroup.com or Cathy at 383-3639, www.amazingpossibilities.com.