

How to Change a Behaviour Quickly and Easily

The Six Human Needs

The concept of the Six Human Needs was developed by *Tony Robbins* and is widely used in human psychology. Everyone has these six needs.

1. Certainty / security / safety / comfort
2. Uncertainty / variety
3. Significance / respect / importance / unique / special
4. Love / connection
5. Growth
6. Contribution

No need is better or worse than another.

The level of importance of each depends on the person.

A person's two or three most important needs are what motivate that person's behavior.

Whenever it is difficult to stop a behaviour that has negative side-effects, it is because that behaviour meets our top needs at a high level. To stop that behaviour sustainably, it must be replaced with a behaviour that has positive side-effects which also meets those same needs at the same or higher level.

We can use our awareness of our needs to quickly and easily change our behaviour in two simple steps.

1. Determine your top needs by rating each of the 6 Human Needs on a scale of 1 to 10 for its importance to you personally.
2. Determine how the new behaviour can meet your top needs in a big way.

Example:

John tried for over ten years to get in the habit of flossing his teeth. Even though he knew it was a healthy thing to do, he could never do it for more than a week (usually just before a dentist appointment) and then months would go by before he would try again. He felt shame for not having the discipline to keep it up. That all changed instantly the day his wife mentioned that flossing helped to reduce bad breath and that he had bad breath. John's need for Connection with his wife is extremely important to him: 10/10. Once he realized that flossing would make him more attractive to her, and increase their connection, he suddenly felt a need to floss. The choice to change his behaviour and sustain it was easy.

Healthwork

What behaviour(s) would you like to change to create a healthier you? Be specific and write in the positive.

1. Determine which of the 6 Human Needs are your top needs by rating each on a scale of 1 to 10 for its importance to you personally. A detailed questionnaire to help you rank your 6 Human Needs is available in the Resources/Goals section of the slshealthcoaching.com website. But for now, one simple way to help determine their importance is to imagine your ideal vacation. What would it be like? What would you do? What would you not do? Would you be with a crowd, just some close friends, or alone? Would you be in charge or letting someone else handle everything? Imagine that there are no limits, so you can do whatever you want. Jot down a few words or phrases that describe your vacation:

Need	Rating
Certainty / security / safety / comfort	
Uncertainty / variety	
Significance / respect / importance / unique / special	
Love / connection	
Growth	
Contribution	

2. Now, imagine how your new behaviour(s) could satisfy your top needs. For example, if your new behaviour is to go walking three times each week and connection is one of your top needs, it will be much easier if you go walking with a group of friends so you can enjoy their company, or if contribution is one of your top needs, volunteer at the SPCA as a dog walker.
