



# BE UNSTOPPABLE

COACHING

## PERSONAL DEVELOPMENT PROGRAM

BE INSPIRED  
BE CHALLENGED  
BE WILLING

BE UNSTOPPABLE



**BE UNSTOPPABLE**  
COACHING

## Personal Development Program

"How does one become  
a butterfly?"





"You must want to  
fly so much that you  
are willing to give up  
being a caterpillar."

*Trina Paulus*



 [www.beunstoppablecoaching.com](http://www.beunstoppablecoaching.com)

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## Welcome to the BE UNSTOPPABLE - Personal Development Program

This program is designed to help you learn and better understand yourself, to identify what drives your decisions and actions, and learn to take control of the forces that influence your behaviour and life results.

This program is jam-packed with a wealth of knowledge, in an easy to follow format, giving you the understanding and tools to activate in your life, helping you personally develop mental and emotional strength and positive mental health, to gain the skills for positive progress and change, resulting in your personal development and the achievement of goals.

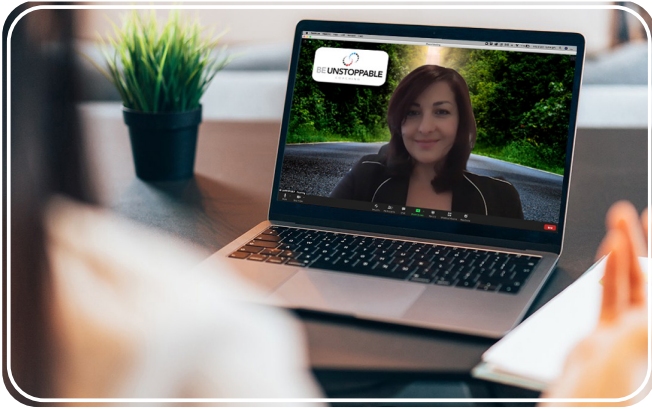


### PROGRAM INCLUSIONS

- 12-week Personal Development Program.
- Each program section will be sent weekly via email to help you progress through your personal development, in a guided step-by-step format.
- All learning tools and worksheets for personal assessment and development are included in your weekly program emails to activate during that week.
- Tools and resources emailed weekly to support the program section being learnt, are provided in two formats to be used, based on your personal preference:
  1. Print-Ready PDF - for those who prefer to print out worksheets and put pen to paper when learning (highly recommended for personal growth and reflection).
  2. Digital PDF – for those who prefer to type and work on their computers or tablets.
- Individuals who have ordered the 'hard copy' program manual will still receive weekly emails, to guide them through the learning and development journey.

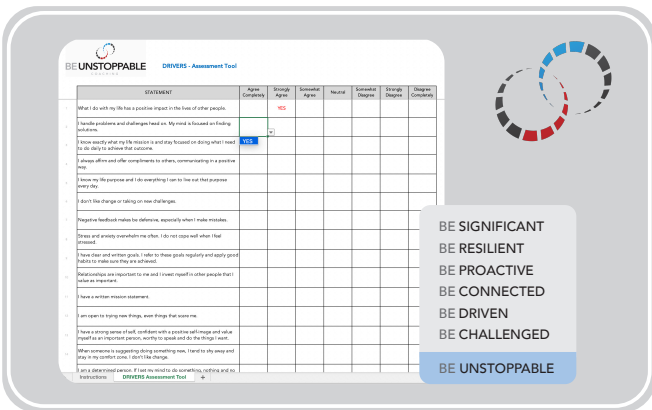
# PROGRAM BONUS INCLUSIONS

The team at BE UNSTOPPABLE have offered all individuals investing in their own personal development, three amazing bonus inclusions with the program. Take advantage of these bonuses at any time throughout your learning journey. We look forward to engaging with you one-on-one, as you begin and book your free 30-minute zoom session, to kick off your personal development program.



## FREE 30-minute zoom session to kick off your Personal Development Program.

Enjoy the one-on-one personal experience and meet one of our coaches. This session is designed to introduce you to the incredible awareness and growth journey you are about to begin and answer any questions you have about the program.



## FREE profile results of your 'DRIVERS Assessment' for targeted development.

The BE UNSTOPPABLE DRIVERS are a collection of foundational universal wisdom, providing a framework for peak performance thinking, teaching you mental and emotional control, resulting in focused decisions and actions towards the things you desire.



## 20% OFF discount voucher for a personal coaching session with a trained BE UNSTOPPABLE coach.

Take advantage of the power of personal coaching. Your coach will work collaboratively with you to help you set proper goals, work on strategies and plans to achieve those goals, and help you personally and professionally develop.

# PERSONAL DEVELOPMENT PROGRAM



## Welcome to BE UNSTOPPABLE

*BE UNSTOPPABLE ... founded by Dee Raquel Joma ... her life's calling is to help maximise the success in individuals, with a mission to be a positive change catalyst in the lives of millions of people world wide. Out of this calling, BE UNSTOPPABLE was born.*

**BE UNSTOPPABLE helps people and businesses achieve real, tangible results ...  
and in short, to be unstoppable!**

™ BE UNSTOPPABLE is an organisation focused on 'People Development' and 'Peak Performance' through Professional and Executive Coaching, Business Coaching and Life Coaching for adults, as well as a targeted coaching program for kids, aged 7 to 17 years old. BE UNSTOPPABLE is used by organisations to develop an empowered, positive work culture, to enhance management leadership and communication skills, resulting in effective staff and teams, achieving professional development and business goals. They also help individuals on a personal level, to identify, plan and achieve life goals, overcome personal challenges and break bad habits, replacing them with lifelong positive changes. The UNSTOPPABLE Kids program is designed to help kids develop 'positive mental health' and learn resilience, confidence, self-awareness and communication skills, enabling them to harness their personal strengths and learn to set goals, arming them with life-long powerful abilities.



The team at BE UNSTOPPABLE have expertise in developing people both personally and professionally, working with individuals and organisations, as a collaborative partner, to help people and teams work through challenges, learn new skills and push beyond their limits, by understanding the psychology behind thoughts, emotions and behaviour, and strengthening their mindset with the BE UNSTOPPABLE DRIVERS - foundational universal wisdom for peak performance.

BE UNSTOPPABLE also specialises in inspirational and motivational keynote speaking, training and workshop facilitation, tailored to suit staff, organisational needs and goals, and event objectives.

The ™ D-R-I-V-E coaching model was developed by BE UNSTOPPABLE, with an insightful, systemized approach to coaching, where both coaches and coachees can work through a process that allows them to DRIVE in any direction they wish, taking individuals, teams and organisations anywhere they want to go, towards their own destination of success, so that their lives are a product of choice, rather than circumstance.

With a strong, collaborative team of qualified, certified coaches, with decades of experience, who specialise in coaching, organisational development, training, inspirational and motivational speaking and workshop facilitation, BE UNSTOPPABLE, over the past several years, have helped countless people develop personally and professionally, offering clients and collaborative partners a range of exceptional services, tools, resources and programs, for personal and professional development and excellence. For more information please visit: [www.beunstoppablecoaching.com](http://www.beunstoppablecoaching.com)

# OUR MISSION – VISION AND CODE OF ETHICS



## OUR MISSION

*To be a positive change catalyst in the lives of millions of people world wide.*

Delivering professional coaching, training, personal and professional development programs and inspirational speaking, to transform people's lives, create positive outcomes and goal achievement, for individuals, teams and organisations.



## OUR VISION

BE UNSTOPPABLE was created as a coaching organisation to serve the purpose of helping individuals, teams and businesses achieve positive change, strengthen their mindset and behaviour, build resilience and achieve goals.

The development of this business over the past decade, has seen the need for coaching and the influence of positive psychology more than ever, as

our world experiences so much change, struggle, uncertainty and fear, resulting in high levels of human self-doubt, stress, mental illness, addiction and suicide. The vision for the future of BE UNSTOPPABLE is to create a positive and productive place, in-person and online, for people to engage-in and experience the power of positive change, the power of owning their choices, the power of achieving goals, learning mental conditioning and resilience skills, developing a strong sense of worth and a compelling mission for their lives.

The clients and collaborative partners of BE UNSTOPPABLE COACHING have access to our services and programs, helping us fulfil our mission and vision, however, there are so many others who need what we offer, who may not be able to engage with the business due to personal circumstances. Hence, our vision is to run the fully funded BE UNSTOPPABLE FOUNDATION, offering our services and programs to all who need it, in conjunction with 'helping organisations', further fulfilling our mission to be a positive change catalyst in the lives of millions of people world wide, focused on the development of 'Positive Mental Health' for adults and kids.



**BE UNSTOPPABLE**  
FOUNDATION

# PERSONAL DEVELOPMENT PROGRAM BENEFITS

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The BE UNSTOPPABLE Personal Development Program, offers multiple benefits to all individuals who embark on the journey of self-understanding, raising their level of self-awareness as to why they think, feel and behave the way they do, in different life circumstances.

This program is designed to help all people develop the skills for mental and emotional control, to reduce or remove the internal blocks to self-sabotage and understand how to control the forces that influence behaviour, actions and outcomes in all life areas.

This program, when applied well, will help individuals build personal strength, confidence, resilience, develop good habits, learn better communication skills, enhance relationships and the ability to set and achieve goals.

- Develop positive mental health.
- Understand how your human needs drive your decisions and actions.
- Strengthen your mindset and learn to control how and what you think.
- Strengthen your ability to control your emotions and make better decisions.
- Strengthen your own sense of worth and confidence.
- Strengthen your level of resilience and ability to overcome challenges.
- Strengthen your level of proactivity and ability to manage your priorities.
- Strengthen your level of connection in personal, social and professional relationships.
- Strengthen your communication skills.
- Identify your life purpose and mission and let that mission drive you forward.
- Take on the challenge of self-development and personal growth.
- Learn the principles of peak performance thinking.
- Work with practical tools to improve your skills and ability to achieve goals in all areas of your life.
- Learn how to effectively set goals.



*All this ... fully supported with a professional coach, trained by BE UNSTOPPABLE.*



## Understanding Ourselves

### Human Needs – The Motivating Force



"I am able to control only that  
of which I am aware. That of  
which I am unaware controls me.  
Awareness Empowers Me."

*John Whitmore - Coaching For Performance*



# UNDERSTANDING OURSELVES

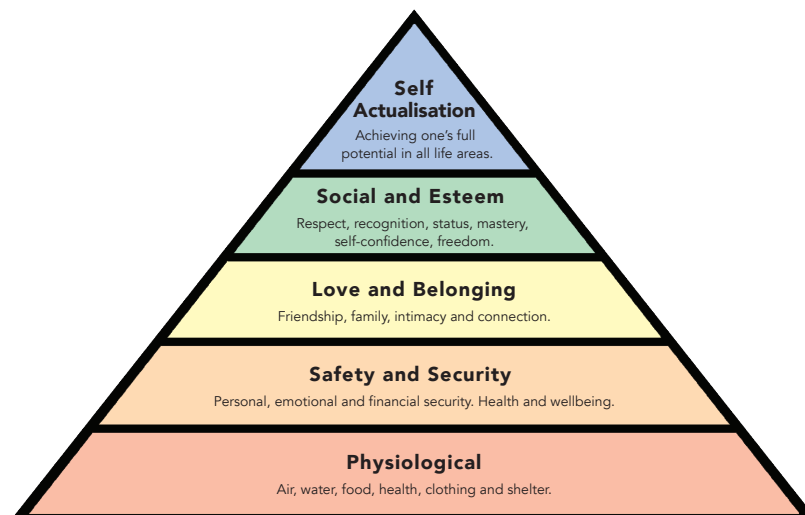
The first step in personal development, learning and positive change is to have a better understanding of ourselves, which enables individuals to make decisions in a more positively serving way, due to their heightened awareness of what is driving their decisions and actions.

## HUMAN NEEDS – THE MOTIVATING FORCE

There is a reason for every decision made and action taken by each and every human being ... the reason is that the decision and action is meeting a need. Our human needs unconsciously control what we 'choose to want', how we respond and react to people and events, how we behave, what decisions we make, how we connect and communicate with people, how we face opportunities and challenges, how much time we offer others and the extent to which we are willing to take on risks to meet those needs.

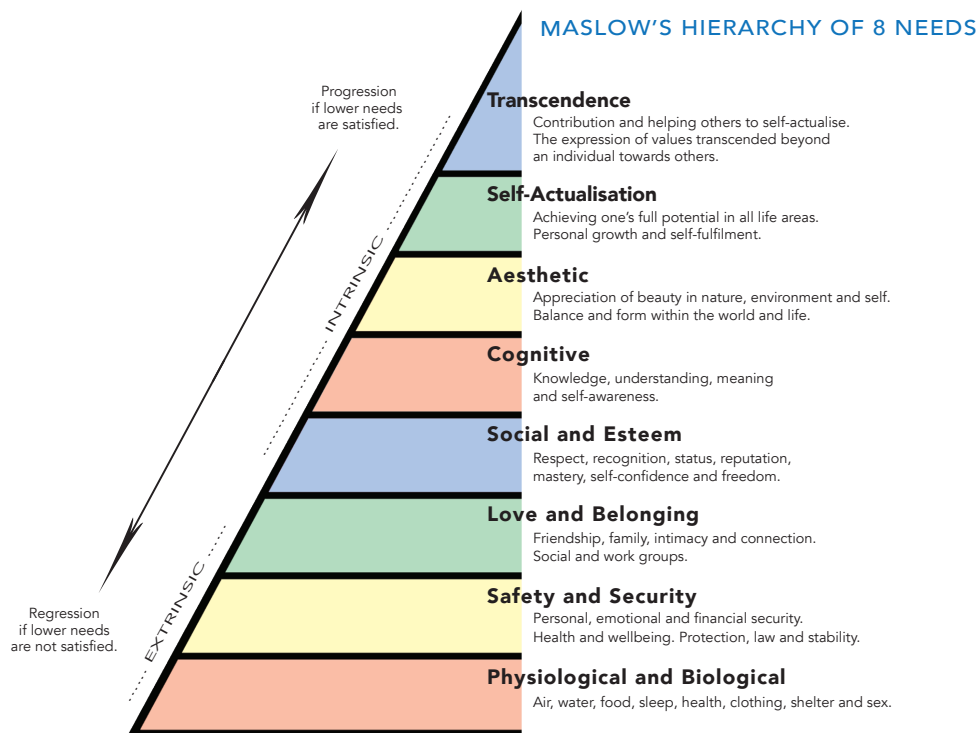
The foundational framework of human needs and the study of motivation was developed by psychologist, Abraham Maslow, published in 1943 in the paper 'A Theory of Human Motivation' in Psychological Review. Maslow's theory has been the basis of psychological and behavioural studies, helping people to understand what drives human motivation and how humans develop in growth stages. Maslow expressed the human needs in a pyramid, which ranked five needs in order of importance, with the basic fundamental needs at the bottom, progressing to the highest need at the top of the pyramid. The progression through the levels of the pyramid are based on the satisfaction of each stage, motivating an individual to progress up.

MASLOW'S HIERARCHY OF NEEDS



Maslow's theory was later refined, expanding the pyramid to include three more stages, as development of understanding human behaviour, human needs and motivation evolved. The revised hierarchy of needs includes cognitive, aesthetic and transcendence needs, as published in 1970 by Harper and Row - Abraham Maslow, Motivation and Personality, 2nd Edition.

# UNDERSTANDING OURSELVES



As the study of human motivation evolved over decades, and a better understanding of intrinsic vs extrinsic motivation was known and used to help individuals achieve their goals, Maslow noted that the progressive order of human needs is not fixed within the pyramid. Progression to higher levels can be flexible based on individuals and circumstances influencing decisions. For example, some individuals may strive for achievement and status and perceive that as more important than love and connection.

Intrinsic motivation comes from within, not from external rewards. Satisfaction is gained from personal enjoyment and a sense of accomplishment. On the other hand, extrinsic motivation is based on an external reward, such as money, a gift or something tangible, as well as public recognition and status from a job well done.

*Think about yourself ... are you intrinsically or extrinsically motivated?*

Humans generally want the same things and experience the same life problems, presented in different ways. The manner in which people face these challenges and what they do about them, is driven by them trying to satisfy one or more of their needs, regardless of if they choose something that is 'morally or ethically right' or not. Violating values to satisfy needs, is something we see all too often, such as indiscretion in relationships, addiction to food, drugs or alcohol, sacrificing health and relationships for professional gain, and so on.

Understanding your human needs and identifying the positive or negative behaviours practiced to meet those needs, will be invaluable to your personal development, as this will empower you to know why you are making the decisions you make, why you are acting the way you do in different situations, and giving you the power to make a more conscious decision about fulfilling your needs in a more effective manner.

# HUMAN NEEDS - THE MOTIVATING FORCE

In order to simplify working with human needs, BE UNSTOPPABLE has developed four focus categories, which encompass Maslow's hierarchy of needs, in a more effective and targeted tool for personal assessment, understanding our own behaviour and goal setting for improvement and achievement in all life areas.

## HUMAN NEEDS - THE MOTIVATING FORCE

### ASSURANCE

Basic Survival Needs  
Security Needs  
Personal Safety  
Emotional Safety  
Financial Safety



### CONNECTION

All Types of Relationships  
Love - Personal  
Spiritual  
Work - Social - Global  
Relationships



### SIGNIFICANCE

Recognition - Respect  
Acceptance - Understanding  
Confidence - Individuality  
Achievement  
Freedom of Choice



### FULFILLMENT

Personal Growth  
Achieving One's Full  
Potential  
Contribution to Others



## UNDERSTAND YOUR OWN HUMAN NEEDS

Let's assess your own human needs to identify what has a stronger motivating force for your decisions and actions. Complete the 'Hierarchy of Needs' survey as shown on the following pages.



The following assessment tool has also been included in your email as a separate file, provided in both Digital and Print PDF formats.

*Complete this assessment before proceeding to the next stage of this program. It is important to complete the program in the order of learning as outlined, designed to maximise your understanding and personal development within the program flow.*



# HUMAN NEEDS - THE MOTIVATING FORCE



## Hierarchy of Needs

### Abraham Maslow's Personal Needs Survey

This questionnaire is designed to help you learn more about yourself and what your fulfillment needs are, based on Maslow's Hierarchy of Needs. Read each statement quickly and indicate your first instinctive answer ... work rapidly and don't go back. Indicate your answer with an 'X'

1. Things don't usually work out for me. I always seem not to have enough clothes, enough money for rent, food and car. Saving for the future is impossible.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

2. I usually try to avoid discussions with people, unless I feel they know as much or more about the subject than I do.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

3. I get rather upset with people for engaging in small talk. People ought to be able to get together just to be together, just because they want to, without having anything special to talk about.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

4. I recently read of a student who became elated because he had been selected to run for the national athletics youth team. I understand how he felt.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

5. I don't pay too much attention to people who criticise me or put me down. That's their problem.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
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6. Fairly often I become aware that I have taken on too much just because other people have asked me to do things. I seem to have difficulty saying "no" to people I know.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
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7. People who believe that money is to be spent and enjoyed are rather irresponsible.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
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# HUMAN NEEDS - THE MOTIVATING FORCE

8. It may seem a bit strange in today's culture, but somehow the things we work hard for – a high salary, a good position, security, a home, etc., just don't seem to be enough. I occasionally find myself wishing I could get completely involved in something important, Something I could feel good about while I was doing it.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

9. Some people have a hard time thinking of anything appropriate to talk about when they first enter a new or strange group of people. I don't have that problem. I enjoy meeting and talking with strangers or a new group.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

10. A lot of people try to avoid disagreement and conflict. Not me. I enjoy a good argument. I don't care who it's with.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

11. It's hard for me to have much sympathy for old people who are completely dependent on welfare. They should have planned ahead and saved when they were younger.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

12. Losing in any kind of sport or game really doesn't bother me much.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

13. Wishy-washy people annoy me. I have no time for them.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

14. Traditions are very useful for me because they tell me what is expected of me and what I should do.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

15. The old admonition to save 10% out of each pay cheque is very sound advice and should be given high priority by everyone.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

16. I have great admiration for people, especially teenagers, who suffer a severe physical injury and then overcome it. I'm afraid I might give up.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
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# HUMAN NEEDS - THE MOTIVATING FORCE

17. I've heard people talk about getting caught up by the vastness of space, also the beauty of a rainbow, or something special in a dew drop on a blade of grass, and so on. Those things sound nice. I have had a few experiences like that and would give a lot to have more.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
-------------------	---------------------	------------------	---------------	------------------	----------------

18. I can't understand why some people, e.g. film stars like Marilyn Monroe, who had everything going for them, commit suicide.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
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19. I hear that it really upsets some managers when they have to fire an employee. I understand their feelings.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
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20. People who don't hold steady regular jobs, but instead get mixed up with meditation, development of their potential, go to weekend retreats, read about Eastern religions, etc., often receive a lot of criticism. I may not fully understand what they are after, but I really rather admire them and sometimes wish I had the nerve to break away and out.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
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21. Many people are so thin-skinned and insensitive, that I get disgusted and fed up with them.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
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22. Some people I know are frequently ignored by others. Fortunately, that doesn't happen to me. I get a fair amount of support from others.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
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23. People who are string savers – that is, who save little things rather than discard them and buy new ones when needed, should be admired, respected and copied.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
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24. I really don't understand people who join organisations, groups and clubs, but then don't take an active part in them.

Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree
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# HUMAN NEEDS - THE MOTIVATING FORCE

Tabulate your responses on this chart.

Indicate your answers with an 'X'

QUESTION	Strongly Disagree	Moderately Disagree	Tend to Disagree	Tend to Agree	Moderately Agree	Strongly Agree	NEED
1							Security and Safety <b>ASSURANCE</b>
7							
11							
15							
23							
2							Belongingness Affiliation Acceptance <b>CONNECTION</b>
3							
4							
6							
14							
19							
24							Esteem <b>SIGNIFICANCE</b>
5							
9							
10							
12							
13							
16							
18							
21							Self-Actualisation <b>FULFILMENT</b>
22							
8							
17							
20							

..... LESSER NEED ..... GREATER NEED .....

- Group your answers to each level of need into sets.
- Draw a large circle around the area into which most of your answers fall.
- If most of your answers fall to the left, your needs in that particular area are relatively weak.
- If most of your answers fall right of the centre, your needs in that area are relatively strong.

# HUMAN NEEDS - THE MOTIVATING FORCE

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Now that you have completed your human needs assessment and have a greater understanding of which human need category has a stronger pull on your unconscious mind, influencing your decisions and actions, let's further understand each category and work on targeted control and development goals to better meet those needs.

## ASSURANCE

Assurance encompasses basic survival needs. Basic needs such as air, water, food, sleep, clothing and shelter are fundamental requirements for human survival. Third world countries work hard and rely on external support to meet those needs, giving them the assurance of having basic life requirements and the ability to survive. First and second world countries rarely experience the fear of not having basic survival needs, however, circumstances such as natural disasters, illness and economic volatility may threaten basic survival needs. In the event of 'not feeling assured', human decisions and behaviour can vary greatly, from highly positive to highly negative, in an attempt to address and regain the assurance needed. For example: the world coming together to donate food, funds and resources to help natural disaster victims. Alternatively, an individual breaking the law to find the funding to pay for survival requirements. Meeting basic survival needs is critical for one to focus on and satisfy other needs.

Assurance also encompasses personal, emotional and financial safety and security. Personal safety and security include being physically safe throughout life, with no harm towards an individual's body and environment. This can be threatened in a violent relationship, feeling fear walking the streets, risks associated with travel and anything else that can harm an individual. Human decisions based on gaining the assurance for personal safety and security can be challenging for some people, due to the fear of the outcome of asking for help (the perceived negative reaction of others or the predator finding out), risking loss of connection and any current security they currently have. Individuals in these circumstances struggle to value their own significance, which may limit or stop them taking steps to find their own sense of assurance.

Emotional safety and security include the ability to trust others and not have that trust violated, causing emotional pain and distress. This is critical in all relationships, especially personal and intimate relationships, where a violation of trust can result in the loss of all assurances, and may be difficult to regain. Emotional safety and security also include the things that are pleasurable to experience, such as music, food and enjoyable activities. When an individual feels a lack of assurance in an area in their life, they may turn to emotionally fulfilling activities, such as over-eating to provide the immediate sense of satisfaction, as they are 'assured' that what they are eating will taste good and make them feel better, however, that decision is short-lived with poor long-term health effects. Emotional safety and security are an essential human need that influences our psychology and behaviour, which must feel assured for optimum happiness.

Financial safety and security include the assurance of having a means to earn an income to pay for basic needs, to provide for yourself and your family, and enjoy the pleasures of life. This also encompasses feeling secure about retirement, paying for unexpected emergencies and the ability to financially contribute to others.



# HUMAN NEEDS - THE MOTIVATING FORCE



The following questions are contained within the worksheet called 'Human Needs' that has also been included in your email as a separate file, provided in both Digital and Print PDF formats.

*Complete the questions about 'ASSURANCE' as shown below before proceeding to the next stage of this program.*



*Answer the following questions and reflect on your need for ASSURANCE ...*

How do you feel 'assured' in your life? What do you do to meet that need?

What threatens your sense of assurance?

*Consider basic, personal, emotional and financial needs.*

What goals will you set to work on strengthening and meeting your assurance needs?

# HUMAN NEEDS - THE MOTIVATING FORCE

## CONNECTION

Connection encompasses all types of relationships including love, personal, spiritual, work, social and global. Feeling connected and being part of good relationships are vital to the overall health and well-being of all humans, as these relationships enrich our lives, give us purpose and meaning, make us part of something special and give us value. Connection and relationships need effective communication, the ability to listen and understand, the ability to respect other views, the ability to solve problems and to work together on pleasurable and meaningful activities and goals.

Connection also includes the fulfillment of a relationship by understanding all sides of the parties involved, and attending to those needs. All people need variety, surprise, excitement, happiness, playfulness, seriousness, emotional, psychological and physical stimulation, to enjoy a fulfilled life and be satisfied in a relationship. When one or more of those needs are not met, the level of 'connection' may feel threatened, and one may choose to look outside of the relationship to meet that need. For example: a person loves their partner and values them in so many ways, but feels a lack of connection due to no longer experiencing surprise and excitement in the relationship. This person may have an affair to satisfy that feeling, rather than communicate with their partner to stimulate the connection they once had in all these areas.

Connection with others, close-by and globally, is accessible so easily through many mediums, giving humans the ability to unite and communicate for positive change, or demonstrate negative behaviour. Either way, connection is a vital part of our world and the way we live, that the simple fear of 'not having WIFI' produces a threat for the feeling of isolation and not being connected.



The following questions are contained within the worksheet called 'Human Needs' that has also been included in your email as a separate file, provided in both Digital and Print PDF formats.

*Complete the questions about 'CONNECTION' as shown below before proceeding to the next stage of this program.*



*Answer the following questions and reflect on your need for CONNECTION ...*

What do you do to get or improve connection in your life?

# HUMAN NEEDS - THE MOTIVATING FORCE

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What do you do to nurture love and close relationships in your life?

What threatens your sense of connection?

*Consider intimate relationships, family, friends and social/work groups.*

What goals will you set to work on strengthening and meeting your connection needs?

"Happiness is always being able to acknowledge that ... I am enough, just the way I am now."

*David Baird - A Thousand Paths to Happiness*



# HUMAN NEEDS - THE MOTIVATING FORCE

## SIGNIFICANCE

Significance encompasses the human need for recognition, respect, acceptance and understanding, with the personal ability for self-awareness, individuality, achievement, confidence, mastery and freedom of choice. We are all unique individuals with different strengths, talents, traits, values and beliefs, which combined make up our uniqueness and the things that make us special. Having high-level self-awareness to recognise and be proud of our uniqueness, taking full ownership of what we have to offer the world, is part of our personal power. Contributing that power to the world, our circle of influence, gives us meaning and a special purpose.

Individuals show their sense of significance in many ways. Some people demonstrate significance by owning 'toys', accolades, a unique personal style, high education, recognition by others of talent and achievement, and various things to identify them as an individual. Others show significance through contribution, selflessly helping others through volunteering and anything that makes a positive change in the life of another. Being and showing significance is vital for humans, as all people want to be heard, seen, acknowledged and appreciated.

Significance can be threatened in many ways ... this is seen too often in our life, on the news and social media, where one individual or a group of people are dominated and treated as 'less than' others. In the event that an individual is dominated by another person, organisation, government or otherwise, their sense of significance is or can be endangered greatly, which results in adverse outcomes expressed through bad behaviour, rebellion, poor mental health, sickness and other negative outcomes. The reaction as a result of suppressed or broken significance can be severe, causing anxiety, depression and isolation, and in some cases, life threatening, such as suicide or harm towards others.

Individuals crave significance and may be willing to do anything to get that feeling of being important and respected. This is evident with some people who choose to be part of criminal groups or gangs, despite the illegal activities that come with that connection, being part of that group gives them significance. Being significant is an essential human need, as it validates who we are, what we do and how we contribute to the world.



The following questions are contained within the worksheet called 'Human Needs' that has also been included in your email as a separate file, provided in both Digital and Print PDF formats.

*Complete the questions about 'SIGNIFICANCE' as shown below before proceeding to the next stage of this program.*



# HUMAN NEEDS - THE MOTIVATING FORCE

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*Answer the following questions and reflect on your need for SIGNIFICANCE ...*

How do you demonstrate your own significance?

What things make you feel important, valued, respected and recognised?

What threatens your sense of significance?

*Consider other people or organisations, circumstances and negative self-talk.*

What goals will you set to work on strengthening and meeting your significance needs?

# HUMAN NEEDS - THE MOTIVATING FORCE

## FULFILLMENT

Fulfillment encompasses personal growth, achieving one's full potential and contribution to others. Personal growth is achieved by pushing through our own limitations to consciously grow, learn, develop and become better than we are today, enabling individuals to achieve their full potential in all areas of life. Everything in life is constantly changing, moving and developing. Change is inevitable; everything changes, so we do not have to focus on trying to change. Fulfillment is gained through growth, learning and development, which results in the change... the transformation to be a better version of ourselves, a stronger version of ourselves, with the energy, ability, curiosity and willingness to grow, do and achieve.

Achieving fulfillment is about getting out of our comfort zone, doing new things, experiencing new things and testing the limits we put on ourselves, in order to produce the outcome we desire in all life areas. Achieving one's full potential enables individuals to mindfully contribute and help others to do the same, living a value-driven life of positive contribution ... the ultimate personal fulfillment.

Fulfillment does not need to be seen as a 'grand' human need that is achieved after decades of life, learning and experience, rather the achievement of small things consistently, which contribute to the 'grand overall fulfillment outcome'. For example, a single mother working hard to provide for her child, to care for, raise and teach that child to be an incredible human, while at the same time, working, housekeeping, learning and doing all that is expected to create a wholesome life for both of them, that has a positive impact on others in their circle of influence. Small wins every day, such as the child eating vegetables, using manners, the 'working mother' having a great meeting and signing a new client, paying the bills on time and helping the old lady cross the road, are all contributing to the fulfillment need. When one is elderly and looks back at their life, their sense of fulfillment and contribution to others will be a combination of hundreds or thousands of these small wins and positive experiences.

Fulfillment is a satisfying emotion that is felt, not an outcome of being successful at something. Fulfillment must be identified mindfully, nurtured, savoured and appreciated as individuals experience life and work to achieve their goals, passions and life mission.



The following questions are contained within the worksheet called 'Human Needs' that has also been included in your email as a separate file, provided in both Digital and Print PDF formats.

*Complete the questions about 'FULFILLMENT' as shown below before proceeding to the next stage of this program.*



# HUMAN NEEDS - THE MOTIVATING FORCE

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*Answer the following questions and reflect on your need for FULFILLMENT ...*

What do you currently experience that gives you a sense of fulfillment?

What are you doing to positively contribute to others?

What threatens your sense of fulfillment?

*Consider personal set limitations, challenging circumstances and uncertainty.*

What goals will you set to work on strengthening and meeting your fulfillment needs?

# HUMAN NEEDS - THE MOTIVATING FORCE



## Human Needs United

*For the Ultimate Motivating Force*

Raising our self-awareness regarding our own human needs and how they influence our decisions, behaviour, relationships and life fulfillment, is a great first step to personal and professional improvement.

In the previous section, you have set targeted goals to improve each of your personal human needs. These goals should be worked on daily, as you progress through this program, building on your new sense of awareness and develop the skills and abilities over the coming weeks, to make mindful decisions to meet your needs effectively.

Now we will understand what can harness your united human needs as a motivating force.

'Human Needs United' is about discovering activities and circumstances that meet all of your needs simultaneously at a high level, giving you the ultimate feeling of satisfaction, happiness and achievement. Identifying a few things that meet all your needs will fill you with 'drive', passion and energy towards your goals.

## HUMAN NEEDS - THE MOTIVATING FORCE

### ASSURANCE

Basic Survival Needs  
Security Needs  
Personal Safety  
Emotional Safety  
Financial Safety



### CONNECTION

All Types of Relationships  
Love - Personal  
Spiritual  
Work - Social - Global  
Relationships



### SIGNIFICANCE

Recognition - Respect  
Acceptance - Understanding  
Confidence - Individuality  
Achievement  
Freedom of Choice



### FULFILLMENT

Personal Growth  
Achieving One's Full  
Potential  
Contribution to Others





# HUMAN NEEDS - THE MOTIVATING FORCE



The following questions are contained within the worksheet called 'Human Needs United' that has also been included in your email as a separate file, provided in both Digital and Print PDF formats.

Complete this worksheet as shown below, before proceeding to the next stage of this program.



## Answer the following questions and discover the power of HUMAN NEEDS UNITED ...

Consider activities that you currently do or have previously done, where you were fully immersed, doing it was effortless, without noticing time passing, due to enjoyment and engagement. List the activities below and on a scale of 1 (low) to 10 (high), rate how much that activity met your need in each area.

ACTIVITY	Assurance	Connection	Significance	Fulfillment

## ACTIVITIES THAT DO NOT FULFILL OUR NEEDS ...

When we engage in activities that we dislike, procrastinate about or avoid altogether, it is usually because they are not meeting our needs, and as such deemed as unimportant tasks, even though they serve a purpose to something or someone. List the activities that you dislike, procrastinate about or avoid below and on a scale of 1 (low) to 10 (high), rate how much that activity met your need in each area.

ACTIVITY	Assurance	Connection	Significance	Fulfillment

# HUMAN NEEDS - THE MOTIVATING FORCE

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In order to shift our perception towards tasks we dislike or avoid, we need to give them a different meaning and connect them to something that fulfills our needs in some way. Choose an activity from the list of activities that do not fulfill your needs and answer the following questions.


*(repeat this process for all activities)*

*What part of the assurance need can be met by doing this activity? Who will this impact?*

*How can I strengthen my connections and relationships by doing this activity? Who will this impact?*

*What level of importance can I give this activity and how will it positively impact me?*

*How can this activity contribute to the fulfillment need? Who will this impact?*



Pretend that every person you meet in life has a sign around them saying "make me feel important" ... achieve that no matter why you are interacting with that person, and watch the success you bring into their life and your own life.



# REFLECTION

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What is the biggest insight you have gained from completing this section of the Personal Development Program?

What have you discovered about yourself as a result of learning about human needs?

What level of awareness did you previously have about how your human needs influence your decisions and actions?

What are you going to focus on moving forward, to use your human needs in a positively, motivating manner towards your goals?




# PERSONAL DEVELOPMENT ACTION GOALS

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## Mindfulness ... Daily Reflection

*AIM: To increase self-awareness and control of thinking, emotions and behaviour.*

- Be aware of which of your human needs is driving your thinking and decisions.
- Make note of what you said, did or responded to a situation as a result of your needs.
- Document using bullet points each time your level of awareness regarding your human needs has influenced your outcomes this week.
- Use the tools provided to consider ways to improve how you meet your needs to positively serve everyone in your life.
- Work on the Human Needs Tools and Worksheets daily.



"Allow yourself to be yourself.  
You can never be happy in  
someone else's shoes."

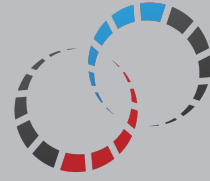
*David Baird - A Thousand Paths to Happiness*

## NEXT WEEK

Next week's learning will focus on understanding your own psychology, so you can better understand yourself. Topics to be covered include part one of 'The Forces' that influence thinking, emotions and behaviour.

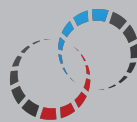
# NOTES

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OUR MISSION

TO BE A POSITIVE  
CHANGE CATALYST  
IN THE LIVES OF  
MILLIONS OF PEOPLE  
WORLD WIDE



**BE UNSTOPPABLE**  
COACHING



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**BE UNSTOPPABLE**  
FOUNDATION



**DRIVE**  
DRIVE FOR A BETTER TOMORROW



**UNSTOPPABLE**  
**KIDS**