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CHAPTER

2

Our Fundamental Needs

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Earlier in my life, I was often described as a restless soul. I was never one to accept things as they are, so I regularly took charge of the undesirable circumstances in my life and changed them. Usually, I successfully achieved the results I desired. However, I would more often than not have a feeling of emptiness within me that could not be quenched by these constant goal-driven crusades I focused on in my leadership roles. You know, I was just like the dog that chases cars - frustrated once I caught one. And believe me - I caught many of them!

I am sure that many of you can relate!

It was reflection on this very circumstance that occupied my mind as I stepped on my cot so I could close the door to the storage room that now served as my bedroom. I was fighting for my very personal and financial existence - the nanny occupied the master bedroom and I couldn't afford to move to a larger home to get my own room. At least the storage room was comfy and dark and provided the privacy I needed to exercise faith in myself and Deity through prayer.

It was in one of those moments that I reflected and realized that I wasn't satisfying my innate needs. It was as if there was this different person within me that just wasn't happy with the life I was leading. Its goals and wants seemed the same as mine, or, at least, I thought they were, but I wasn't fulfilling them. I hadn't taken time to understand who or what that "other person" was and what his needs were.

Well, I am pleased to tell you that I now know the cause of the turmoil within me. I want to share with you what my discovery revealed to me and how it changed my life forever.

I discovered that no matter who we are, what we do, or what we believe, we all have 7 *fundamental needs* that must be satisfied

Rene Says

If you doubt that you have a spirit, do me a favor and close your eyes for a moment. Reflect and think back to a life-changing experience you've had. Can you not describe every detail to the point that you can actually hear the sounds, smell the scents and feel the emotions of the experience as if you were there again? Why is this so? Is it because your spirit was touched by the experience? Isn't that why you can recall it so clearly? Of course it is! That's why it changed your life. Whenever your spirit is touched, enormous changes can occur - often lifetime changes. Your mind never forgets

Continued next page...

in this life. Otherwise we feel confused, restless and unfulfilled by everything we do.

These needs come from our spirit. It is the inner being that drives all of us. Our spirit manifests its wants and needs in this life through what we call *our will*. Unless we physically meet our spirit's needs, they will become, or remain, restless.

That's why I was so restless. Like many of you, I hadn't discovered or accepted the influence of my spirit in my daily life. Thus I found myself constantly dissatisfied with the fruits of my labors, not only as a parent, or as a business owner, but in all other aspects of my life as well. It wasn't until I discovered and recognized what my true *fundamental needs* are, and where they originate, that I accepted the influence of my own spirit upon my life.

I can appreciate that this concept may be a new one for you, so let me open your awareness this way. Perhaps you speak English as a second language. You're out one day in a crowded place and suddenly you hear someone speaking your almost-forgotten native tongue. Your ears perk up, don't they? Or, if someone blurts out an old high school cheer that only a former student would know, not only are your ears aware, but

often, in moments of realization like these, your eyes will actually seek direct contact with the other person's eyes. It's a deep and often powerful recognition that takes place.

This deep feeling or recognition from within is your spirit's way of connecting to something familiar that exists in a different plane from the one in which you have the experience. If you allow it to, your spirit will manifest many such recognitions to your body in ways that are certain and often profound. No, you won't get struck by lightning, and I don't guarantee any apparitions. However, I can assure you that you will feel a deep sense of comfort that usually seems familiar.

Ever since I began this same discovery process that you're about to begin - and it all started with identifying and understanding these 7 *fundamental needs* - I have been able to create *permanent positive changes* within myself, and thus, create a life of *permanent success*.

No kidding. It was that simple. *Notice:* I didn't say easy - I said simple.

Now, before we get started, let me tell you that these needs will be presented in the order in which they must be satisfied for you to create permanent, enduring successes. You see, one builds upon the

Rene Says

the experience because it's written upon your living soul, which is the combination of your spirit and body. So now that you recognize the immense influence your spirit has upon your life, wouldn't it make sense to start living your life by the spirit? It's simple, but not easy. Just start to filter your thoughts through your spirit.

Recognize the calmness and sense of peace that you feel. This is your spirit confirming the validity of your thoughts. You'll be amazed at how your confidence will grow as you develop this invigorating talent.

Go ahead -
Try it!

other. If we try to fulfill a need without addressing the previous needs, we frustrate our cause. It's like proposing marriage over your first cup of coffee - it just doesn't work! At least, not for me, but maybe for my cousin Pierre!

That's why a lot of people are disillusioned with many of the self-help processes they've tried. These processes don't create changes that last because they don't understand the need for order, let alone acknowledge that there is an order. They also don't identify nor understand the root, or cause, that forms the requirement for the skills and habits in the first place, so the new skill or habit is eventually frustrated. Why? Because it only deals with the behavior itself and not the *heart* of the behavior - you know - it doesn't satisfy the need that creates the behavior, often because a need is not understood to come from the spirit. Sadly, all too many people have given up on themselves because of this misdirection.

Our goal is to help you understand where these needs come from and how to satisfy them so you can avoid the frustrations mentioned above.

Let's begin.

The first of our Fundamental Needs is **Acceptance**.

Acceptance is one of our three *inward* needs that facilitate the growth of our inner being.

We all come into this life crying for acceptance and will all die yearning for it. We all want to be accepted in this world and there is absolutely nothing wrong with that! Someway, somehow, we all need to be wanted. The reason for this is that our *spirit* requires confirmation that it's at the right place - that it really belongs here.

There are varying degrees of meeting this need. The most superficial is through our *material* goods - our position in life, our money, our possessions - are necessary to provide benefits to those

whose attention or affection we crave.

Then there is a deeper degree, which is *knowing* that we are actually liked. This means that the spirit of another person has acknowledged us.

Lastly, there is the *supreme* fulfillment of this need, which is the complete and unconditional acceptance of our spirit by another spirit, which we understand as true love. You see, before we came here, our spirits were all together; we were completely accepted for who we were. Our spirits yearn to duplicate that feeling - it is a real and genuine need.

Acceptance is the very *root* of self-esteem.

So profound is this need for acceptance, that it literally preoccupies all of our physical life on this earth. It is the need that must be addressed first, or at least *be in progress* and eventually satisfied, or any and all attempts to satisfy other needs will be futile.

So instinctive is this need that many become consumed by it, but unfortunately they omit to address the root of this need, which is the requirement of their spirits to be accepted or esteemed. That is why so many are frustrated in their efforts to build their self-esteem.

If you doubt what I say, ask yourself - ask your spirit - is this true? Ponder for a moment on this question: "Do I, or my actions or efforts, need to be accepted in order for me to be able to accept myself, and thus gain a sense of purpose in my life?"

I hope that you felt a sense of calm, a kind of "yes, that makes sense" feeling that actually seems familiar to you.

As a matter of fact, it may even seem like *common sense*.

That's because it is common to you. It's knowledge that comes from the common intelligence we all possess, and your spirit recognizes it. In other words, it's spiritually familiar!

Remember - if you allow it to, your spirit will always recognize truths about itself! Spiritual facts support themselves.

Think About It

What's Common Sense?

Why is it called common when it is so hard to find? Because it's intelligence that our spirits recognize.

It's not common because our minds haven't converted it to knowledge yet.

That's why there's nothing common about common sense!

Make Sense?

The Second Fundamental Need is **Knowledge**.

Knowledge is the second of our three *inward* needs. We all have an incredible thirst for knowledge. We not only need to know that we are accepted here on this earth, but we also need to know *why* we're here. Everyone of us has a burning desire to understand our purpose in this life.

You see, our spirit knows there is a purpose for everything, but because it's unfamiliar with this dimension - physical life - it satisfies this *fundamental need* through you asking the question WHY!

The word WHY is the root of all knowledge; knowledge is the physical manifestation of the common intelligence we all possess. In other words, knowledge is the result when our spirit translates intelligence into this dimension - physical life. We are here to gain knowledge and our spirits thirst for it - constantly!

The Third Fundamental Need is **Harmony**.

Once we've discovered acceptance and knowledge, our first and second *inward* needs, doesn't it seem natural that we would want to satisfy them in ways that would last?

Of course it does! Permanence - stability - is what we crave!

Thus, we must satisfy the third of our *inward* needs - harmony. It provides comfort. Harmony is also the very essence of permanence.

Harmony is achieved when we have balance, which is learned by facing and overcoming opposition.

The sooner we understand the need for opposition in achieving balance and harmony, the sooner we can act upon that opposition, thereby gaining a sense of purpose, not confusion, from our conflicts.

The Fourth Fundamental Need is **Identity**.

So, now that we know that it is natural, even necessary, for us to have difficulties in our physical quest to attain harmony, we arrive at the next natural need: for whom is this harmony being achieved?

In other words, who are you? What makes you? How does your spirit relate to you and the process of fulfilling your needs?

You will discover that you are a spirit in a physical body, discovering an intelligence that you already possess. We are here in this dimension - physical life - to discover and improve our individual beings by affirming our innate spiritual abilities and capacities in order to further expand upon them. As we do so, we will reveal other skills and talents that we possess but couldn't comprehend because they required this dimension - mortal, physical life - in order to manifest themselves. This whole process is part of what we often refer to as *building a character*.

As you learn to recognize that you are a spirit in a physical body, discovering the intelligence that you already possess, you are satisfying the *stabilizing* need in your life – the need for identity.

Think About It

How could you appreciate black if you didn't have white? How would you know good if you had never experienced bad? Balance needs opposition to exist! Without it, balance is not only unnecessary, it's impossible.

Think About It

Where do *natural* talents come from and why are they called *natural*? Is it because they come from within? If so, where does *within* come from? Is it possible that we had a previous identity? Could it be that we're here in these physical bodies to discover what that previous existence we call *natural*, really is?

Why is this important? Because once you know who you are, you have a strength from within that allows you to better satisfy your three *outward fundamental needs*. It also helps you to appreciate the magnitude and importance of this life. You will realize that you are totally empowered to literally become all that you desire to become. *Your potential is literally unlimited.*

Please note: your capacity to satisfy this need is only sufficient once the process of *satisfying your inward needs* is understood and undertaken.

The Fifth Fundamental Need is **Direction**.

Our spirits yearn to satisfy our need for direction, the first of our three *outward* needs - those that are satisfied by relating our inner being with the world we live in so we can move forward in achieving our goals. We long for answers to the *how* of fulfilling our purposes in this life. Once we ask *why*, we immediately ask *how*; that's perfectly natural - it's what our spirits need.

You see, our spirits know that we're here for specific purposes; they want to discover the elements that direct this dimension - physical life - in order to achieve those goals! They need to know the *rules of the game* so to speak.

Our spirits know that it's no different now than it was before; laws and/or patterns govern creation. They yearn to know how to apply our three-dimensional beings to these patterns in order to satisfy the need for direction.

Remember - your spirit already knows that every success you achieve is the direct and relevant result of applying the pattern, or adhering to the law that governs it; it just needs to know which direction to take in implementing these laws.

Could we pause for a Sage Moment?

Now that you've progressed 2/3 of the way through this chapter, let's reflect for a moment upon what we've shared up to now.

1. We need **Acceptance** - confirmation that we belong here.
2. We need **Knowledge** - knowing why we're here.
3. We need **Harmony** - stability in what we're doing here.
4. We need **Identity** - understanding who we are in this dimension and how we relate to it.
5. We need **Direction** - understanding the laws and patterns that govern this life and how we use them to relate to this dimension.

Take a moment to compare what you've just read with the experiences of your life. Does this material make sense? Does it cause you to have feelings inside? What kinds of feelings? Do they affirm to you that the needs we've explained are indeed the ones that have been driving your spirit?

Think About It

Why are most of us uncomfortable when we are lost? When we lose our *sense* of direction, why do we innately strive to regain it? Could it be that our inner being knows that everything has an order, and that there's a *path* for everything?

Rene Says

This physical life is unfamiliar to our spirits, thus they need to discover and understand the patterns of life in order to have direction. The examples of others will often provide patterns. Set the example and others will often follow, especially if your example touches them to the core. It is for this precise reason that in many societies the positions of parenting and business ownership are held in high regard. While in these offices of life, one's actions are observed as examples or patterns for those for whom

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The Sixth Fundamental Need is **Empowerment.**

Empowerment is the second of our three *outward* needs. Our spirits must have their need for empowerment satisfied if we are to be successful. This occurs when our spirit applies its will on our lives. This freedom to choose whether or not to obey life's laws and patterns is known as agency.

We must be empowered to exercise our agency upon our lives. It is the ultimate reason for being here. It is fundamental to our existence. Past and present wars indicate that whenever this freedom has been threatened, we are willing to fight to the death to maintain it.

We must be personally empowered to make this life of worth to us. We need to be able to fulfill our purpose to develop our self-identities in order to progress according to our wills. It is also important to recognize that we must use our agency to obey life's natural laws and patterns if we wish to be empowered by them.

The Seventh Fundamental Need is Fulfillment.

Fulfillment is the third of our three *outward* needs. In a recent survey undertaken by our Academy, 75% of respondents believed “that we are innately programmed to succeed.” We must not only succeed in this life, but we must also be fulfilled by our successes in this life. Fulfillment is the very essence of permanent success. Yes, permanent success is possible. As a matter of fact, it’s the ultimate reason for this journey we call life.

As we form our own patterns through the patterns of life, and achieve goals that fulfill our 7 *fundamental needs*, we form a character, a strong spirit if you will, that exudes virtues that can influence the lives of others. Our spirits know that we are not here to fail, as many of the skeptics and pundits of this world would have us believe. Our spirits know that just being here is a success!

Our spirits also know that we are here to have joy. It’s this innate knowledge that “fuels” the hope we all have. Hope, the pure energy of our spirits, is the motivator that drives us to attain joy. Joy is deep. It’s happiness that keeps giving

Rene Says

one is responsible. Both offices are demanding and difficult, but incredibly rewarding and empowering when approached with a person’s best efforts. Sadly, too many either aren’t aware of this, or deny the mantle that these privileged opportunities offer, thus they diminish the impact that parenting and business ownership should have. So, if you’re a parent or an entrepreneur or both, try exemplifying the behaviors you would like to see your team members have, then watch them rise to the occasion - especially teenagers! I know it’s hard to believe, but they yearn for mentors.

because it's happiness on a spiritual plane.

When you recognize and identify your *fundamental needs* and begin the process of fulfilling them, you start to have joy -

- JOY that comes from a sure knowledge that you belong here and that you have a purpose;
- JOY from knowing that the obstacles and challenges you have are for your own good – they're necessary in order to create balance in this life;
- JOY that comes from knowing that you're a spirit in a body with the sole purpose of discovering the immense intelligence that you already possess in order to not only affirm but also enhance who you really are;
- JOY that comes from the manifestation of your ability to observe the eternal and practical laws of this life;
- JOY that comes from knowing that what you're doing in this life, at this time, is right for you, and that the people who surround you are the right people to assist you in meeting your needs.

Does this feel possible to you?

Remember, you can achieve whatever you set your spirit to!

Again, I ask you to filter what you've just read through your spirit. Form the question in your mind, ask it, and then wait for your feelings - the communicators of your spirit - to tell you if it's true. Recognize the calm and comfort you feel. That feeling is your spirit confirming the validity of what you've just read.

Realize that your spirit acts upon you much like the wind does upon the trees. You can't see it, but you can feel it and see its effects. When you understand this, you'll discover what the skill of faith does. Faith is the power that directs the force of your spirit to act upon your body, or in other words, your physical life. By directing your body, you can use the force of the invisible wind to act upon you positively, much like the wind does with a kite. It's a practical skill that is totally misunderstood by many people today so don't feel uninformed.

Faith is much more than a religious term. It's a learned skill that empowers your spirit to act upon your life and thus fulfill your *fundamental needs*, or, in other words create permanent enduring successes.

Rene Says

Success building is much like learning to drive a standard vehicle. You need to understand the need for a clutch and how to use it. If you don't, you'll never be able to appreciate its main benefit - control of the vehicle. You see, you're much like the Formula One Series race cars - you're not only built to reach incredible rates of speed, you're designed to have control over your life. Just as a driver has ultimate control of enormous amounts of horsepower when he or she uses a sophisticated clutch, so you can empower your success building process with an awareness of your powerful clutch - your spirit. As you discover the source of this horsepower - your *fundamental needs* - you'll be able to successfully navigate an invigorating victory in this exciting race we call life!

Here is a summary of the *fundamental needs*.

ACCEPTANCE

(We need to Belong)

KNOWLEDGE

(We need to Know Why)

HARMONY

(We need Comfort)

IDENTITY

(We need to know Who we are)

DIRECTION

(We need to know How)

EMPOWERMENT

(We need to Exercise our Wills)

FULFILLMENT

(We need to Achieve)

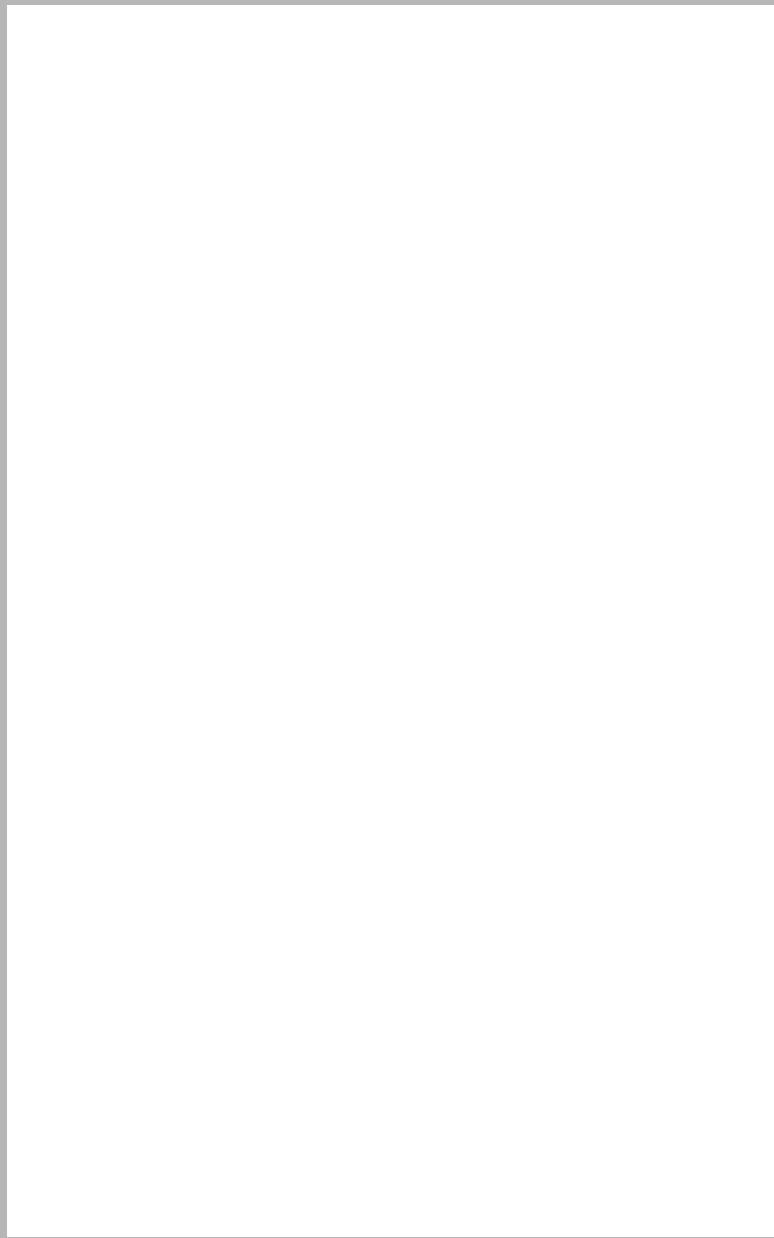
Pro-Active Reflection

Now that you've discovered *your fundamental needs*, examine the tapestry of your memory through these new understandings. Use your spiritual glasses and look into the rear view mirror of your life. Do you see that the most significant, the most colorful, of those memories are ones that were woven by your spirit? They were woven with the threads of these needs. Whenever your spirit was touched through the fibres of these needs, a memory was immediately woven to hang on the walls of your mind. *Try this:* Close your eyes and retrieve the thoughts of your mind through your spirit and enter the gallery of those life-changing experiences. As you will undoubtedly re-experience them, because your spirit was involved, you will see how the weaving of your needs was involved: for example, when you may have been severely disciplined and really wondered if you belonged - acceptance and direction or when you achieved a long sought-after goal. Isn't it amazing how we can so easily recall those moments of graduation - knowledge, identity, empowerment, achievement, fulfillment. Or, the ultimate memory, when you knew you were in love. That moment when your spirit was totally and unconditionally accepted for what it was. Awesome memory, isn't it? I definitely treasure that one because all of my needs were totally fulfilled. Weren't yours? Absolutely nothing else mattered, did it?

Now, go ahead. Empower yourself for the future by further examining and recognizing the impact that the fulfillment of your spirit's fundamental needs has had on your life to date. As you do, your capacity to weave a magnificent tapestry of joy, real joy, is greatly enhanced. By strategically fulfilling your spirit's fundamental needs through your future daily actions with the new *FaithSkills* talents you're about to discover, and hopefully assimilate, you will ensure yourself of a life of enduring success, even *permanent success!* So, now that you know how to proactively reflect, make sure that you use the proactive reflection boxes that we've provided at the end of every chapter. They're there to trigger you to harness the instantaneous power of revelation through reflection.

Do it. You won't regret it!

Pro-Active Reflection

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