



DAILY GRATITUDE
MOVEMENT

THE SIX HUMAN NEEDS

What drives us. What fulfills us. How we love.

Inspired by the work of Tony Robbins

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This workbook belongs to:

Date: _____

Welcome

Every single thing a human being does — every choice, every relationship, every habit, every reaction — is an attempt to meet one or more of six universal needs.

Over the next two hours, you will learn what those six needs are, discover which two are driving your life right now, and — just as importantly — learn how to identify the needs of the people you love most.

When you understand the six human needs, three things happen:

- You stop judging yourself and others for behavior that once seemed irrational.
- You see where your relationships are thriving — and where they are quietly starving.
- You gain the ability to change your life by changing how you meet your needs.

How to use this workbook

Write in it. Underline things. Argue with it in the margins. The value is not in listening — the value is in what you discover about yourself and your relationships as you go.

Each section has teaching content, reflection prompts, and exercises. Take your time. Answer honestly. No one else will read this unless you choose to share it.

Today's Journey

We'll cover:

PART	FOCUS	
1	Why we do what we do — the universal drivers	Presentation
2	The Six Human Needs, one by one	Presentation
3	Discover your top two needs (assessment)	Assessment
4	Why the ORDER of your needs changes everything	Assessment
5	The personality trap vs. the path to fulfillment	Assessment
6	Understanding your significant other's needs	Assessment
7	Your action plan — the next 30 days	Assessment

One promise before we begin

You will leave today knowing exactly which two needs run your life, which two needs run your partner's life, and the specific reason certain conflicts keep repeating between you. That alone is worth your attention for the next two hours.

Part 1 — Why We Do What We Do

The question behind every behavior

Why does one person throw themselves into work while another avoids it? Why does someone stay in a relationship that clearly isn't working? Why do we eat when we aren't hungry, argue when we love each other, scroll for hours, pick fights, chase achievement, numb out, or light up when a certain person walks in the room?

Tony Robbins' answer is elegant and, once you see it, impossible to unsee:

Every human behavior is an attempt to meet one or more of six universal needs.


The Six Needs at a glance

Four of these are needs of the personality. Everyone meets them, one way or another. Two are needs of the spirit — the ones that produce real fulfillment but are the easiest to neglect.

NEEDS OF THE PERSONALITY	<i>Everyone meets these — for better or worse</i>
1. Certainty	Safety, stability, comfort, predictability, control
2. Variety	Change, surprise, challenge, adventure, stimulation
3. Significance	Feeling important, special, worthy, needed, seen
4. Love & Connection	Feeling close, known, intimate, loved, belonging
NEEDS OF THE SPIRIT	<i>The source of lasting fulfillment</i>
5. Growth	Expanding, developing, learning, evolving
6. Contribution	Giving beyond yourself, serving, leaving a legacy

Three key principles before we go deeper:

- Everyone meets all six — but two of them drive the majority of your behavior. Those two are the lens through which you see your life.
- You will meet these needs. The only question is whether the way you meet them is empowering or destructive.
- The first four needs can be met without ever creating fulfillment. Growth and Contribution are what fill the cup.

 **REFLECT:** *Before we go further: when you hear those six needs, which one jumps out at you first — the one that feels almost embarrassingly true about you? Write it down. We'll come back to it.*

Part 2 — The Six Human Needs

We will walk through each need in order. For each one, you will see:

- What the need actually is (and isn't).
- The healthy ways people meet it — and the destructive ways.
- Reflection prompts so you can see how this need lives in you.
- A quick 1–10 rating to use later in your assessment.

Tony's four rules for meeting a need well

Ask these four questions about any way you're currently meeting a need:

1. Does it meet the need at a high level?
2. Does it meet it consistently?
3. Is it good for you and the people around you?
4. Does it empower you, or does it weaken you?

NEED 1

CERTAINTY

The need to feel safe, stable, and in control.

What this need is

Certainty is the need to know what's coming. To avoid pain. To have comfort, routine, and predictability. It's the need that keeps your heart beating, makes you lock your door at night, and keeps you from stepping into traffic. Everyone needs some level of certainty — it's how we survived as a species. But when certainty becomes the top need, it quietly shrinks your life. You stop taking risks. You stop growing. You trade possibility for the familiar.

How people meet it

✓ Healthy ways to meet this need	✗ Unhealthy ways to meet this need
<ul style="list-style-type: none"> • Keeping routines that ground your day • Building savings and a stable home life • Developing skills that make you reliable and capable • Faith, meditation, or regular spiritual practice • Strong, dependable friendships and commitments 	<ul style="list-style-type: none"> • Controlling other people to feel safe • Avoiding anything new, including opportunities • Overeating, drinking, or numbing to feel comfortable • Rigid beliefs that can't be questioned • Staying in situations you've outgrown

How strong is this need in you right now?

My need for Certainty (circle one):

Low (1) (2) (3) (4) (5) (6) (7) (8) (9) (10) *High*

Reflect

REFLECT: *Where do you create certainty in healthy ways? (routines, savings, faith, skill, home)*

REFLECT: *Where do you create certainty in ways that shrink your life or cost you?*

REFLECT: *What are you avoiding right now because the unknown feels too uncomfortable?*

NEED 2

VARIETY

The need for surprise, challenge, and change.

What this need is

Variety is the opposite of certainty — and we all need both. It's the need for novelty, stimulation, adventure, and the unexpected. Variety is what makes life feel alive instead of sleepwalked. A person with high variety needs gets bored fast. They crave travel, new projects, new people, new experiences. When variety is met well, it keeps you engaged and growing. When it's met poorly, it shows up as drama, impulsiveness, or blowing up good things just because they got quiet.

How people meet it

✓ Healthy ways to meet this need	✗ Unhealthy ways to meet this need
<ul style="list-style-type: none"> • Travel and new experiences • Learning new skills or hobbies • Taking on challenging projects at work • Trying new foods, routes, music, books • Healthy physical challenges — hiking, training, sports 	<ul style="list-style-type: none"> • Creating drama in relationships or at work • Impulsive quitting, moving, spending, starting over • Infidelity or flirting with emotional chaos • Risk-seeking for its own sake • Picking fights to break the monotony


How strong is this need in you right now?


My need for Variety (circle one):

Low (1) (2) (3) (4) (5) (6) (7) (8) (9) (10) *High*

Reflect

 **REFLECT:** *When life gets predictable, how do you naturally create variety?*

 **REFLECT:** *When is the last time you did something genuinely new? What was it?*

 **REFLECT:** *Is there a place where you're creating 'bad variety' — drama, chaos, impulsive choices — to escape boredom?*

NEED 3

SIGNIFICANCE

The need to feel important, special, and worthy.

What this need is

Significance is the need to matter. To feel unique, seen, needed, respected. It's the reason we post achievements, tell stories at dinner, chase titles, build businesses, and sometimes pick fights. Significance isn't vanity — it's the deep human need to feel that your life counts. When met well, it drives mastery, leadership, and excellence. When met poorly, it drives competition, arrogance, one-upmanship, or — paradoxically — being the sickest, saddest, or most wronged person in the room.

How people meet it

✓ Healthy ways to meet this need	✗ Unhealthy ways to meet this need
<ul style="list-style-type: none"> • Mastering a skill or craft over time • Leading, teaching, or mentoring others • Building something meaningful — work, family, community • Being deeply knowledgeable about a subject you love • Setting and achieving real standards for yourself 	<ul style="list-style-type: none"> • Tearing others down to feel taller • Chasing status, wealth, or followers for validation • Always needing to be right, loudest, or the expert • Playing the victim — 'no one has it as hard as I do' • Using illness, crisis, or drama to get attention

How strong is this need in you right now?

My need for Significance (circle one):

Low ① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩ High

Reflect

REFLECT: *Where do you currently feel most significant? Where do you feel least significant?*

REFLECT: *How do you try to prove you matter — in subtle or obvious ways?*

REFLECT: *Is there anywhere in your life you get significance through problems or suffering?*

NEED 4

LOVE & CONNECTION

The need to feel close, known, and loved.

What this need is

Love and connection is the need to feel intimately joined to another person, a group, a pet, a cause, or a higher power. It's the need to belong, to be known without having to perform, to love and be loved. When this need is met at a high level through real, vulnerable human love, it's one of the greatest experiences available to us. When it's underfed — or met only through lesser substitutes — people settle for connection through drama, sex without intimacy, addiction, or relationships with animals because people feel too risky.

How people meet it


✓ Healthy ways to meet this need	✗ Unhealthy ways to meet this need
<ul style="list-style-type: none"> • Deep, vulnerable intimacy with a partner • Real friendships where you can be yourself • Family rituals and shared meals • Faith community or a cause bigger than you • Healthy affection — touch, time, words, presence 	<ul style="list-style-type: none"> • Staying in harmful relationships to avoid being alone • Connection through conflict, drama, or shared misery • Promiscuity or intimacy without any real knowing • Using pets to completely replace human relationships • Codependency — losing yourself to keep someone close


How strong is this need in you right now?


My need for Love & Connection (circle one):

Low ① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩ High

Reflect

 **REFLECT:** *Who knows the real you? Not the performance — the real you?*

 **REFLECT:** *Where do you feel genuinely loved right now?*

 **REFLECT:** *Where are you settling for a shadow of connection — drama, performance, surface contact — instead of the real thing?*

NEED 5

GROWTH

The need to expand, develop, and become more.

What this need is

Growth is the first need of the spirit. If you are not growing, you are dying — there is no neutral. Growth is why a stagnant life feels unbearable even when everything is technically fine. It's why people in 'comfortable' lives often feel the most restless. Growth can be intellectual, emotional, spiritual, physical, relational, or creative. Here's the thing most people miss: Growth is not optional. You cannot feel fulfilled without it. And it cannot be faked with more of the first four needs.

How people meet it

✓ Healthy ways to meet this need	✗ Unhealthy ways to meet this need
<ul style="list-style-type: none"> • Reading, studying, learning a new field • Therapy, coaching, honest feedback you act on • Physical challenges that stretch you • Building a skill deliberately over time • Facing the hard conversation you've been avoiding 	<ul style="list-style-type: none"> • Confusing consumption (podcasts, books) with actual growth • Waiting for motivation instead of doing the work • Chasing breakthroughs while avoiding the daily practice • Growth in one area to avoid another (busy at work to avoid a marriage) • Telling yourself you're 'working on yourself' while changing nothing

How strong is this need in you right now?


My need for Growth (circle one):

Low ① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩ High

Reflect

 **REFLECT:** *In what area of your life are you genuinely growing right now?*

 **REFLECT:** *In what area have you been stagnant the longest? What is it costing you?*

 **REFLECT:** *What is one uncomfortable thing you already know you need to do?*

NEED 6

CONTRIBUTION

The need to give beyond yourself.

What this need is

Contribution is the second need of the spirit — and, according to Tony, the source of the deepest fulfillment humans can experience. It is the need to give, to serve, to leave something better than you found it. Contribution isn't about writing giant checks. It is any moment you pour yourself into something beyond your own needs — your children, your partner, your team, a stranger, a cause. People who meet this need consistently report something the first four needs can't produce on their own: peace.

How people meet it


✓ Healthy ways to meet this need	✗ Unhealthy ways to meet this need
<ul style="list-style-type: none"> • Raising children — or anyone you're responsible for • Mentoring, teaching, coaching without expecting return • Volunteering regularly for something you believe in • Being generous with time, attention, skill, money • Creating work (art, business, writing) that serves others 	<ul style="list-style-type: none"> • Giving to look good or control the receiver • Sacrificing yourself until you resent the people you serve • Giving money only, never presence • Keeping score on your contribution • Waiting to contribute 'when I have more to give'


How strong is this need in you right now?

My need for Contribution (circle one):

Low ① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ ⑩ High

Reflect

 **REFLECT:** *Who or what do you currently contribute to in a real way?*

 **REFLECT:** *When was the last time you felt genuinely needed by someone — and rose to it?*

 **REFLECT:** *Where could you contribute starting this week, with what you already have?*
