

Needs and Values Assessment

THE **REALIFE** PROCESS®
REALSELF | **REALIFE** | **REALWORK**

The REALIFE Process® Needs and Values Assessment

PART I: NEEDS EVALUATION

Definition of Needs: Merriam-Webster defines Needs as, “a situation in which someone or something must do or have something that is needed in order to live or succeed or be happy: a strong feeling that you must have or do something.”

At the REALIFE Process®, we believe that God is the supplier of all our needs. The Needs and Values tool is a way to gain perspective into what makes you unique. The purpose of this tool is to bring awareness to your predominant basic needs. Knowing this, you can interact with God on a deeper level, expressing gratitude for met needs and ask Him to meet unmet needs. Identifying your needs illuminates surrender and gratitude as you walk with God in your everyday, ordinary life.

Needs are not wants; needs are what we must have to feel safe, grounded, and satisfied. Wants are different from needs; wants are the AND to needs. Needs are basic, wants are the icing on the cake! When your needs are met, you find that your wants list has less of a pull on you. Remember, wants are what you desire to have, but could actually live without.

On a scale of 1 to 5, with 1 being 'less true' and 5 being 'more true,' rate the following (select one each):

<u>SECTION 1</u>	<u>SCORE</u>	1	2	3	4	5
1. I need approval from most everyone.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need approval from my family.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need approval from a particular person.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. I have a difficult time if I am left out of a conversation or event.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. I have a difficult time if I perceive that I am not accepted.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<u>SECTION TOTAL</u>	_____					

<u>SECTION 2</u>	<u>SCORE</u>	1	2	3	4	5
1. I need to produce great things during my lifetime.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to produce something during my lifetime.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need to almost always be engaged in being productive and effective.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. I have a hard time relaxing for the sake of rest and renewal.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. I have a hard time if I don't feel like I am accomplishing something worthwhile.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
<u>SECTION TOTAL</u>	_____					

<u>SECTION 3</u>	<u>SCORE</u>	1	2	3	4	5
1. I need to be seen and heard by most everyone that I work with.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to be affirmed or complimented on how I look.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need to be heard and seen by my closet friends.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. I have a hard time receiving criticism unless I receive praise before and after the feedback.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. I have a difficult time if I don't receive affirmation or get compliments regularly.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 4</u>	<u>SCORE</u>	1	2	3	4	5
1. I need to know that I matter to many people.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to matter to a tight circle of friends.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need matter to one specific person.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. I have a hard time if I perceive an important person doesn't really love me.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. I have a difficult time if I don't feel cared for.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 5</u>	<u>SCORE</u>	1	2	3	4	5
1. I need to be the most informed in most situations.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to be an expert in my knowledge.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need to be the expert all, or most of the time.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. If I am wrong or uniformed about something, I take it personally.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. I take it personally if I am wrong and make a mistake.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 6</u>	<u>SCORE</u>	1	2	3	4	5
1. I need to be cared for/loved my many people.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to be cared for/loved by a select group of people.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need to be cared for/loved by one particular person.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. When I don't feel cared for, I become resentful and even bitter.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. If I don't feel cared for, I have a VERY hard time.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 7</u>	<u>SCORE</u>	1	2	3	4	5
1. I need what people say to be perfectly clear.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to be clear and certain about what I am working on, reading, or hearing.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need to be able to understand and interpret what people are saying so that it is clear.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. I have a difficult time if I lack clarity on what is important to me.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. I have a difficult time if I lack clarity and understanding about what is going on around me.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 8</u>	<u>SCORE</u>	1	2	3	4	5
1. I need a bed that is very comfortable.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to be comfortable in my work.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need to be comfortable and have the comforts of home when I travel.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. If I perceive I will be uncomfortable in a place or situation, I'll most likely not go.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. When I am uncomfortable, I get moody and feel very agitated.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 9</u>	<u>SCORE</u>	1	2	3	4	5
1. I need to speak my mind, even if it's not always appropriate.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need others to be direct and speak their mind, even if I won't like it or they don't want to.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need only the key people in my life to communicate clearly and directly with me.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. When I hold back and do not speak what's on my mind, I shut down.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. When others don't communicate fully with me, I get scared, upset, or concerned.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 10</u>	<u>SCORE</u>	1	2	3	4	5
1. I need the option to stop or change direction if things aren't going the way I need it to go.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to be in control in most situations.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need to be the one to tell people what I expect them to do.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. If I am directed by others, I react with resistance.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. If it isn't going to be done my way, I move on to something else.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 11</u>	<u>SCORE</u>	1	2	3	4	5
1. I need to be the one who gets things done.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to be the connector that brings people together.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need to be the person who is known for getting things done and done on time.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. I need to feel needed, or I get uncomfortable.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. When something good happens, I need to be a part of it. If not, I feel displaced.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 12</u>	<u>SCORE</u>	1	2	3	4	5
1. I need to fulfill my obligations to friends and family.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to fulfill my obligations to my work with clients or for my employer.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need to fulfill my obligations to my community, church and country.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. If I can't fulfill those obligations, I feel suppressed.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. If my role and obligations are not clear, I feel uncomfortable.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 13</u>	<u>SCORE</u>	1	2	3	4	5
1. I need to feel physically unencumbered and free.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to have my time be my own.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need autonomy in my choices, thoughts, and actions.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. If I feel I have expectations placed on me I feel suffocated or confined.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. If I don't have choices and autonomy in relationships and the events of my day, I get agitated and restless.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 14</u>	<u>SCORE</u>	1	2	3	4	5
1. I need people to be truthful.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need my close friends to be direct and honest with me.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need to tell the truth and not cut corners.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. When someone is dishonest with me and I find out it upsets me greatly.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. When I compromise my integrity, I get upset.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

SECTION 15

SCORE _____

- | | 1 | 2 | 3 | 4 | 5 |
|-------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I need things around me to be in their proper place or order. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I need to make my bed each day. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I need a plan of action, so I know what I am doing. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. When my things are out of place, messy or cluttered, I feel uneasy. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. When things are said or done that don't make sense, I don't like it. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL _____

SECTION 16

SCORE _____

- | | 1 | 2 | 3 | 4 | 5 |
|-------------------------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I need a quiet place to work. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I need a quiet home. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I need to protect my sense of peace, balance and serenity. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. When I am around loud noise, a lot of activity or commotion, I begin to lose my inner peace and balance. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. When I lose my sense of self, I need quiet and calm to recalibrate. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL _____

SECTION 17

SCORE _____

- | | 1 | 2 | 3 | 4 | 5 |
|---------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I need opportunities and choices so that I get things I want in life. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I need to be influential and powerful. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I need the choice, autonomy, and opportunity to change direction, if needed. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. I get frustrated when I feel powerless. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. I am uncomfortable and restless when there is no one to manage or impact. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL _____

SECTION 18

SCORE _____

- | | 1 | 2 | 3 | 4 | 5 |
|-------------------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I need what I have accomplished to be acknowledged. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I need to be acknowledged for my appearance and actions. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I need to be seen by others as possessing something unique and special. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. When I do something great, I am tempted to make sure people know it was me who did the great work. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. I need acknowledgement of my accomplishments or it isn't fulfilling. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL _____

<u>SECTION 19</u>	<u>SCORE</u>	1	2	3	4	5
1. I need to feel safe.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to feel safe even from things that may never happen.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I need to know that my loved ones are safe and protected.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. When I start something new it is uncomfortable not knowing the dangers of what could happen.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. I am uncomfortable if I am not taking every precaution.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 20</u>	<u>SCORE</u>	1	2	3	4	5
1. I need to engage in work.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I need to be occupied with a lot of things.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I consistently believe I need to be doing more.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. I am uncomfortable with being idle.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. I feel guilty when I am not working or being productive.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

PART 2: NEEDS SUMMARY

Summarize the Needs Evaluation on this summary form.

First, total the **SCORE** received for each section. Write the section total score in the section summary below.

Next, circle **the 5 highest scores**. These are your most dominant needs.

RANK	NEED
_____	Section 1: Acceptance
_____	Section 2: Accomplishment
_____	Section 3: Acknowledgments/Compliments
_____	Section 4: Be Loved
_____	Section 5: Be Right
_____	Section 6: Cared For
_____	Section 7: Certainty/Clarity/Accuracy
_____	Section 8: Comfort
_____	Section 9: Communication (Pull)
_____	Section 10: Control/Dominate
_____	Section 11: Critical Link/Be Needed
_____	Section 12: Duty/Obligation
_____	Section 13: Freedom
_____	Section 14: Honesty/Integrity
_____	Section 15: Order/Perfection
_____	Section 16: Peace/Quietness
_____	Section 17: Power
_____	Section 18: Recognition
_____	Section 19: Safety/Security
_____	Section 20: Work

PART 3: NEEDS INDEX

Circle the word that best describes the 'Area of Need' from your 5 most dominant needs from the previous page. Transfer these Exact Needs to **PART 7** on the final page.

AREA OF NEED	EXACT NEED	AREA OF NEED	EXACT NEED
1. <u>Acceptance</u>	<ul style="list-style-type: none"> • Approved • Be Included • Be Permitted • Respected 	11. <u>Be Needed</u>	<ul style="list-style-type: none"> • Critical Link • Useful • Important • Be Material
2. <u>Accomplishment</u>	<ul style="list-style-type: none"> • Achieve • Fulfill • Finish • Realize 	12. <u>Duty</u>	<ul style="list-style-type: none"> • Obligated • Follow • Do Right/Good • Have a Task
3. <u>Acknowledged</u>	<ul style="list-style-type: none"> • Complimented • Appreciated • Admired • Valued 	13. <u>Freedom</u>	<ul style="list-style-type: none"> • Unrestricted • Privileged • Immune • Independent
4. <u>Be Loved</u>	<ul style="list-style-type: none"> • Liked • Cherished • Esteemed • Held Fondly 	14. <u>Honesty</u>	<ul style="list-style-type: none"> • Uprightness • Openness • Frankness • Integrity
5. <u>Be Right</u>	<ul style="list-style-type: none"> • Moral • Correct • Not Mistaken • True 	15. <u>Order</u>	<ul style="list-style-type: none"> • Perfection • Placement • Harmony • Right-ness
6. <u>Be Cared For</u>	<ul style="list-style-type: none"> • Attention • Concerned • Helpful • Cared 	16. <u>Peace</u>	<ul style="list-style-type: none"> • Quietness • Stillness • Serenity • About Balance
7. <u>Certainty</u>	<ul style="list-style-type: none"> • Clarity • Accuracy • Assurance • Obviousness 	17. <u>Power</u>	<ul style="list-style-type: none"> • Authority • Capacity • Omnipotence • Vigor
8. <u>Comfort</u>	<ul style="list-style-type: none"> • Luxury • Ease • Contented • Leisure 	18. <u>Recognition</u>	<ul style="list-style-type: none"> • Be Noticed • Remembered • Known For • Regarded Well
9. <u>Communicate</u>	<ul style="list-style-type: none"> • Be Heard • Speak • Share • Inform 	19. <u>Safety</u>	<ul style="list-style-type: none"> • Secure • Protected • Stable • Known
10. <u>Control</u>	<ul style="list-style-type: none"> • Dominate • Command • Restrain • Manage 	20. <u>Work</u>	<ul style="list-style-type: none"> • Perform • Labor • Industrious • Busy

PART 4: VALUES EVALUATION

DEFINITION: Values are who you are. That is, once your basic needs are met, you tend to want to express your values. Values are not needs. If you need something, it is not a value, even though it may appear to be. Once you experience your needs being satisfied and met, you see this distinction more clearly. Remember, values are what you do or how you express yourself, after your needs are met.

On a scale of 1 to 5, with 1 being 'less true' and 5 being 'more true,' rate the following (select one each):

<u>SECTION 1</u>	<u>SCORE</u>	1	2	3	4	5
1. I like adventure because I never know what to expect.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I would like to go on a month-long trip—even if it is a last-minute trip.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. I choose the most exciting way to get things done, even if it means it takes longer than a more traditional route.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. Using a map or having a plan takes the fun out of the experience.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. I need adventure and risk in my life. I value it greatly.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 2</u>	<u>SCORE</u>	1	2	3	4	5
1. I make my surroundings beautiful to look at.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. There is art in most things, however I find only certain things worth paying attention to.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. Nature is the source of beauty.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. I am not drawn to things that are not beautiful.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. It is very important to me to see, hear, taste, and touch the beautiful things in life.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

<u>SECTION 3</u>	<u>SCORE</u>	1	2	3	4	5
1. I motivate others into action.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
2. I enjoy encouraging and motivating people into action.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
3. It feels good when I see others get excited and motivated because of something I have said or done.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
4. I am efficient and can help others be efficient.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
5. It is very rewarding to be influential and a catalyst for change.		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

SECTION TOTAL _____

SECTION 4

SCORE

- | | 1 | 2 | 3 | 4 | 5 |
|-------------------------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. If I am asked for directions, I make a map or have the person follow me, so I know they won't get lost. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I overlook my own needs to attend to the needs of others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. Helping others is so important to me that if I was unable to help, I would question the meaning of life. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. It upsets me when someone in need is not receiving the help they deserve. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. I value serving others over all else. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL

SECTION 5

SCORE

- | | 1 | 2 | 3 | 4 | 5 |
|-------------------------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. The act of creating and inventing energizes and excites me. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I enjoy making things. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I am fulfilled when I get to create or modify something new. Replicating an idea is not enjoyable to me. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. I have endless ideas and creativity; boredom is not an issue for me. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. I place high value on creating something from nothing. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL

SECTION 6

SCORE

- | | 1 | 2 | 3 | 4 | 5 |
|-----------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I would love to discover something never before seen. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I like finding anomalies in things. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I love finding out new things about me and others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. Once I've solved one puzzle, I go looking for another. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. I love discovering new things and ideas. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL

SECTION 7

SCORE

- | | 1 | 2 | 3 | 4 | 5 |
|-------------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I need to express my emotions even if it isn't convenient in time or place. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I am grateful I can cry and "let it all out." | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I laugh easily and often. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. I place high value on experiencing and expressing my emotions. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. There is nothing more important to me personally than experiencing my feelings and emotions. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL

SECTION 8

SCORE

- | | 1 | 2 | 3 | 4 | 5 |
|--------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I find value in a strong leader; someone who takes charge. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I like to be the one who motivates others toward a common goal. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I enjoy being seen as a leader. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. When leading, I don't allow distractions or distractors. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. It is very important to me to be a leader. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL

SECTION 9

SCORE

- | | 1 | 2 | 3 | 4 | 5 |
|---------------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I feel driven to be the best version of myself. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I find I am often the most able and qualified in my area of expertise, and I like it that way. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I prefer to master a skill or expertise rather than be somewhat good at a lot of things. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. It is more important to me to master one thing—even if it means I am ignorant in other areas. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. I place high value on being an expert in my field. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL

SECTION 10

SCORE

- | | 1 | 2 | 3 | 4 | 5 |
|--------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. Throughout my life, I have been a seeker of pleasure. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I consistently strive to feel good, feel better, and have more. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I would find no meaning in life without feeling good or feeling pleasure. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. I figure if it feels good, then it must be good—do it. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. I value experiencing a lot of pleasure and good in my life. It is very important to me. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL

SECTION 11

SCORE

- | | 1 | 2 | 3 | 4 | 5 |
|--------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I feel euphoric when I am involved in the lives of others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I have a difficult time if others do not reach out to me. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I love that there is a whole planet of people to know and love! | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. The greatest gift from God is being connected to others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. I find nothing more valuable than my connection with others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL

SECTION 12 _____ **SCORE**

- | | 1 | 2 | 3 | 4 | 5 |
|---------------------------------------------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I value kindness and courtesy, even if it means I have to shop at a place with higher prices to receive the service I value. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I am so sensitive that I can't be around people who are upset, needy, or loud. I protect my "space." | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. It is better to be polite than to get what you really want in a situation. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. I am upset when people are not polite or kind to me on the phone or in person. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. There is nothing more important to me personally than being sensitive and/or nice; or being around those who are. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL _____

SECTION 13 _____ **SCORE**

- | | 1 | 2 | 3 | 4 | 5 |
|--------------------------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I surrender daily to God's will for me. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. I draw peace, strength and hope from journaling, praying, meditating, or just being with God. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. If I thought there wasn't a God, I would find a way to create one for myself. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. I value my connection with God and being connected to God on a consistent basis. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. It is very important for me to be connected with God consistently. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL _____

SECTION 14 _____ **SCORE**

- | | 1 | 2 | 3 | 4 | 5 |
|---------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I enjoy passing information, ideas, and resources on to the next generation. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Teaching for me is rewarding and fulfilling. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I value teaching so much that I will teach on any subject. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. I get pleasure from teaching even to a class of one. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. There is nothing more important to me personally than to teach. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL _____

SECTION 15 _____ **SCORE**

- | | 1 | 2 | 3 | 4 | 5 |
|---------------------------------------------------------------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| 1. I tend to get the results I want, even if I have to justify how I get there. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 2. Some people are not born to win. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 3. I am competitive with myself and others. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 4. I get a feeling of euphoria when I win. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| 5. I place high value on getting what I want and winning. | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

SECTION TOTAL _____

PART 5: VALUES SUMMARY

Summarize the Values Evaluation on this summary form.

First, total the **SCORE** received for each section. Write the section total score in the section summary below.

Next, circle **the 5 highest scores**. These are your most dominant values.

RANK	VALUE
_____	Section 1: Adventure
_____	Section 2: Beauty
_____	Section 3: Catalyst
_____	Section 4: Contributions/Service
_____	Section 5: Creativity
_____	Section 6: Discovery/Learning
_____	Section 7: Emotions/Feelings
_____	Section 8: Leadership
_____	Section 9: Mastery
_____	Section 10: Pleasure
_____	Section 11: Relatedness
_____	Section 12: Sensitivity/Niceness
_____	Section 13: Spirituality/God
_____	Section 14: Teaching
_____	Section 15: Winning

PART 6: VALUES INDEX

Circle the word that best describes the “Area of Value,” from the highest scores from the previous page.

AREA OF VALUE	EXACT VALUE	AREA OF VALUE	EXACT VALUE
1. <u>Adventure</u>	<ul style="list-style-type: none">• Risk• The Unknown• Thrill• Danger/Dare	9. <u>Mastery</u>	<ul style="list-style-type: none">• The Best• Proficiency• Excellence• Expert
2. <u>Beauty</u>	<ul style="list-style-type: none">• Appreciation• Grace• Refinement• Magnificence	10. <u>Pleasure</u>	<ul style="list-style-type: none">• Sensuality• Indulgence• Gratification• Hedonism
3. <u>Catalyst</u>	<ul style="list-style-type: none">• Impact/Move• Affect• Stimulate• Coach	11. <u>Relatedness</u>	<ul style="list-style-type: none">• Connected• Networker• Linked/Allied• Be Structure
4. <u>Contribute</u>	<ul style="list-style-type: none">• Serve• Improve• Augment• Assist	12. <u>Sensitivity</u>	<ul style="list-style-type: none">• Gracious• Inviting• Pleasant• Tender
5. <u>Creativity</u>	<ul style="list-style-type: none">• Be Source• Design• Invent• Synthesize	13. <u>Spirituality</u>	<ul style="list-style-type: none">• God• Faith/Trust• Eternity• Religion
6. <u>Discovery</u>	<ul style="list-style-type: none">• Learn• Detect• Locate• Realize	14. <u>Teaching</u>	<ul style="list-style-type: none">• Instruct• Educate• Train• Illuminate
7. <u>Feelings</u>	<ul style="list-style-type: none">• Emotions• Drama• Sentiment• Empathy	15. <u>Winning</u>	<ul style="list-style-type: none">• Take/Get/Own• Compete• Engage• Victory
8. <u>Leadership</u>	<ul style="list-style-type: none">• Influence• Manage• Guide• Motivate		

Transfer these Exact Values to **PART 7** on the final page.

PART 7: DOMINANT NEEDS AND VALUES FINAL RESULTS

	<u>TOP 5 NEEDS</u>	<u>EXACT NEED</u>	<u>TOP 5 VALUES</u>	<u>EXACT VALUE</u>
1				
2				
3				
4				
5				

- ◆ Thank you for completing the REALIFE Process® Needs and Values Assessment.
- ◆ For Further Review of your results, contact your REALIFE Process® Facilitator or Coach.