

Hidden Unmet Needs

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(Revised: 10. October 2012 by Nicola Neumann-Mangoldt)

FORMAT:

Groups of 3

Duration: 45 to 60 minutes

PURPOSE:

Discover unmet needs that prevent people from living their destiny.

SETUP:

People get together in groups of 3 and spread with their chairs in the room.

INTRO / BACKGROUND:

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INSTRUCTIONS / PROCEDURE:

Step 1:

Find and list places, where you have not been/are not meeting your own needs (or the needs of your family).

Step 2:

- Get together in groups of 3 and spread in the room.
- You need something to write.
- Nacktschnecke, Tintenfisch and Wurm
- Nacktschnecke and Tintenfisch are facing each other
- The Wurm is the coach. You are the bullshit detector

Tintenfisch, you interview the Nacktschnecke about the ways that she's been adaptive, so that she has been accommodating to external forces around her. E. g. if there is a job on your bench, e. g. be with somebody who is dying. If you are not comfortable with your own death, you cannot accompany somebody in death. You would have been adaptive to not being comfortable with your own death.

So the Tintenfisch would interview the Nacktschnecke why she's not comfortable with her own death. The Tintenfisch would ask what the Nacktschnecke hasn't lived to be ready to die.

Nacktschnecke, you write down what you have been adaptive to.

Coach, you have to tasks:

- Coach the Tintenfisch if the questions are not dangerous enough.
- Coach the Nacktschnecke if it's bullshit what she answers.

Nacktschnecke writes down the needs that have not been met. Why they don't live their destiny.

The Tintenfisch interviews why the Nacktschnecke hasn't yet fulfilled her own needs, e. g. when you have the need to go to a 200\$ dinner and you think you are not really worth of having this dinner.

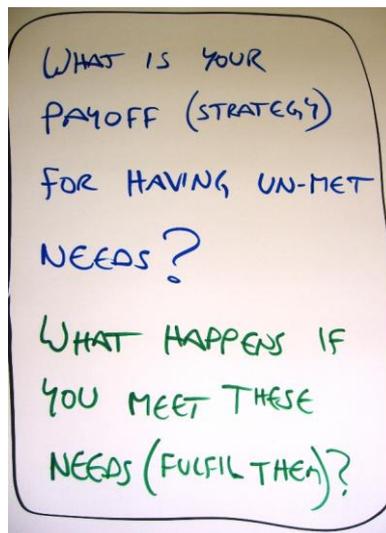
Being adaptive and not taking care of yourself (fulfilling needs) are the same. Why are you not prepared to serve planet Earth? To serve something greater than yourself.

The difference between normal questioning and interviewing is that with questions, you assume you know the answer. An interview goes deeper. You question deeper and might not know the answers in your mind.

When you are not prepared to die, you are being adaptive, because you are not fulfilling your needs so you cannot serve something greater. Where do you think it is not fair to serve something greater, because you haven't been served?

Step 3:

What is the payoff for not meeting your needs?



Step 4:

Now list 3 things that you could do to meet your needs in the next 2 months.

Each person gets 15 minutes. GO!

DEBRIEF:

Okay, so now I want to ask you something:

"Are you willing to do these things? To fulfill your unmet needs?"

If the answer is yes, you can now write down "I vow to do these thing(s)."

Can you start with some of these things during these 3 days?