

# Pathways

THE CHRIS DEWEY PROFESSIONAL SERVICES LLC. NEWSLETTER

VOLUME 18 ISSUE 6

NOVEMBER 2014



## CONTENTS

Needs & Wants.....	1
Needs & Wants contd.....	2
Wants & Needs.....	3



*“Look not to the past with regret or anger, nor to the future with fear and doubt, but rather look back with thanks, look to the present with awareness and compassion and look forward with hope.”*

*Anonymous*

© 2014 Chris Dewey  
Professional Services LLC.

## Needs & Wants

If we look at Abraham Maslow’s pyramid of hierarchic human needs, at the bottom of system are the basic needs of life, food, sex, sleep and basic health. As you move up the pyramid we get into more want-based activities, until at the top we are at the highest levels of self-actualization.

The second level deals with security-related issues, like career security, adequacy of resources, and freedom from fear. In the third level we begin to deal with our sense of belonging, and look at issues of family, intimacy, relationships and so on. At the fourth level, achievement, confidence and respect for both self and other emerge, until finally, at the highest level we are concerned with the limits of human potential and creativity...this is the level of self-actualization.

So why am I telling you this?

At the bottom end of the pyramid, we are dealing with needs, but as we move higher through the pyramid we deal with wants.

Perhaps, an illustration could be useful. If I haven’t eaten in a week, I need to eat and anything edible will probably be eagerly consumed...I am dealing with my need to survive. If I have a refrigerator full of food, I am faced with a want-based decision about what I would like to eat given my mood of the day. I don’t ‘need’ to eat, I ‘want’ to eat. So basically, the

greater the ‘need’ the fewer the choices that I have.

The language of survival is therefore: I need to, I have to, I must.

The language of personal freedom is therefore: I want, I choose to, I can.

Very different types of energy.

What that means is that once our basic needs are met, we begin to move up Maslow’s hierarchy to engage in higher-level activities. As we do so, we start dealing with actions that are more based in our ‘wants’ rather than our ‘needs.’

As we move towards our wants, our range of choices therefore increases because our basic needs have been met and we can ‘choose’ what we ‘want’ next.

Knowing what you want then becomes key...so it is time to listen to your inner dialogue to see if there are energy blocks in your self-speak that hold you back from actually achieving what you want.

So listen to yourself speaking to you.

What is your inner dialogue like?

We basically have two inner ways of speaking. We are either building ourselves up with anabolic language, or we are breaking ourselves down with catabolic language.

Catabolic language is invariably fear-based, regret-based, conditional, equivocal and often negative in its implications for our ability to succeed. Catabolic language manifests in words

## Needs & Wants continued

like: have to, must, need, should, ought, try, won't, can't, might, and never.

In stark contrast, however, anabolic language is invariably self-affirming, constructive, enabling, speaks to our higher selves and is powerful in its ability to motivate and manifest success.

Anabolic language manifests in words like: can, choose, do, will, am, and want.

Anabolic language is all about freedom of choice, deliberate and synergistic decision-making and personal power.

So listen to yourself...don't judge, just listen, note and acknowledge. You can always change how you speak to yourself...after all, on the inside, no-one is listening except you.

But here's the rub: *"how you do anything is how you do everything"*...so I'm willing to bet that the language you use on the inside, is probably going to be similar to the language you are using on the outside in your interactions with the world.

So what do you want to be saying to yourself? How would you like your inner dialogue to affect what happens in your outer world?

If we then take it up a notch, how

does your inner dialogue affect the opportunities that you are attracting in your world?

What opportunities are you pushing away from you with your dialogue? What opportunities are you manifesting?

Let's take that notion one step further and look at the energies in your life.

Do you feel stuck? Confused? Awkward? Lost? Uncertain? Chances are that there is a degree of negative/catabolic dialogue going on.

Do you feel buoyant? Free to choose and act? Purposeful? Focused? Centered? Chances are that there is a very anabolic dialogue going on.

So if you look at the energies that are multiplying in your world, there is probably a correlation with your inner dialogue. Which then brings us to our next question: What sorts of energies do you want to manifest?

All of which leads to a position in which we can begin to think in terms of manifestation and creativity, rather than fear or potential future regret.

Do you get the sense that I am going somewhere with all of this?

Not surprisingly...I am.

To cycle back around to the beginning of the article, manifestation, potential and creativity exist at the highest levels of Maslow's pyra-

mid...isn't that curious?

What's my message then?

At the highest levels of human potential there is only room for anabolic dialogue, most us are not entirely catabolic and we are not entirely anabolic either...but at least we can have a sense of the direction in which we would like to be heading.

I know that there is room for improvement in my self-talk. I also know what energies get created when I allow myself to fall into catabolic language within. I am also aware of the beauty that emerges when I use mindful awareness to focus on my inner voices and craft anabolic language for my inner world.

I am learning to be gentle enough with myself to see that I am a work in progress, that I am not a finished piece of work, that I have set myself a goal of personal growth, and that I have the ability to see opportunities available for me in all situations of my life.

When I choose to focus on my wants rather than my needs, I am accepting the freedom of choice that will lead me to my highest self, my truest potential and my reason for being here in this life...my truest sense of belonging and purpose.

☺

***"Only to the extent that we expose ourselves over and over to annihilation can that which is indestructible be found in us  
...It is all about letting go of everything."***

***Pema Chodron***

## Wants and Needs

Yes, you read that correctly...this one is about wants and needs, rather than needs and wants.

Trust me, there's a difference...really. Read on...you'll see.

I was reading an incredible book last night before my late night meditation, and ran across the line:

*"Is what you want, what you need?"*

The line totally stopped me in my tracks, especially since this past weekend I had developed a presentation for my coaching clients concerning needs and wants, and catabolic verses anabolic language.

Well, in the context of the previous article, it might seem as though we've got some faulty logic going on here.

Indeed.

So let's play with this one for a moment....What if what I think I want is not what I need...in what ways could that possibly manifest in my world?

If you stop and think about this one for even a moment the answer comes screaming back at you with the force of a mass-marketing event. Wait...that's precisely what it is.

Mass marketing is predicated upon the notion that I want stuff. I want accolades for being successful, pretty, intelligent, whatever. I want to be accepted by my family, my friends, my significant other, my boss, my church, my club, my tribe.

So everywhere I turn I am told what I want at every level of my life. I am told that I want religion, sex, money, power, more stuff, the right home in the right neighborhood, the right car,

the right job...but who is doing the telling here? Is it really me? Or did I abdicate my power to the media to tell me what success and acceptance should look like in my world?

When is it ever about giving myself my own accolades for my talents and gifts without being dependent upon the gold stars, honors, ribbons, on the job promotions and plaques for being the best, brightest or most accomplished? When is ever about me being acceptable to me rather than those around me to whom I think I need to make myself acceptable? And yes, that was a deliberate need-based statement.

Think on it for a moment. How often do we engage in those things that will bring us security, acceptance and a sense of belonging even in the face of self-abasement or self-denial, just to be acceptable to our group?

How often do we compromise our deepest, highest, truest values for something that is seemingly close?

How often do we seek outer riches, stuff, accolades and 'likes', rather than that deep knowing of who we are at the core and living *that* life?

The real tragedy (or learning opportunity ☺), here is that it is so insidious and we learn it at a very early age. We are taught what is acceptable to our families, schools, churches and communities and we are actively chastised if we step outside of those norms. All the reasons why we are wrong are paraded in front of us, until we are shamed or coerced into conformity.

From there, it is simply a game of chasing after all the things that our society tells us are the right things for someone like us....and the inner voice goes quiet, dulled into silence by the trappings of a successful life in which we are accepted by our tribe (whoever that might contain).

In the background though, there is a very quiet voice asking you what about *your* needs?

Sometime or sooner, we are invited to question and the instant that we do this, we begin moving along an inevitable path to self-actualization.

It is not an easy path, sometimes it is a painful path, but it is the path that brings us face to face with our inner truest, highest self. It is *the* path that no-one can walk but you.

The truly amazing thing about that, is that once we begin to see what it is that represents our highest self, we begin to manifest that destiny in the world and we find that belonging is something that is natural...we find our real tribe, our real purpose and a higher level of freedom than we ever dreamed possible...without all the stuff that used to get in the way.

In conclusion then: What if my one true, real need is to discover my hidden potential, my highest, best self? What if my perceived wants are getting in the way of my ability to meet my needs? What if my wants are merely distracting me from the real purpose of my life?

What then? ☺

***"The more attention you shine on a particular subject, the more evidence of it will grow.***

***Attention is like light and air and water.***

***Shine attention on obstacles and problems and they will multiply lavishly."***

***Benjamin Zander***

## Six Rules for How I Coach:

- There are no mistakes.
- There are no problems or challenges, merely opportunities, if we choose to see them as such.
- An issue can only be resolved by a higher order of thinking than that which created it.
- How we do anything, is how we do everything.
- We are greater and wiser than we think we are.
- We are all doing the best we can with what we've got, in the moment.



**For a 10% discount on a three-month coaching package  
contact Chris at:  
662 769 5522  
or send an e-mail to: [chris@thirdpathway.com](mailto:chris@thirdpathway.com)**