



## When Needs Turn to Fears Visual Model

*Have you ever feared your dreams won't come true?  
Can You Recognize the Shift from Needs to Fears?*

### When NEEDS Turn to FEARS

**A**

#### NEEDS

**Spirit mindset**  
**Attend to Needs**  
**Fear identifies needs**  
**Cooperative approach**

**B**

#### FEARS

**Spin mindset**  
**React to Fears**  
**Fear initiates Reaction**  
**Competitive approach**

The When Needs Turn to Fears visual model animates the *shift in mindset from need to fear*. This internal shift is acted out in reactive behaviors. It is important to become conscious of the signs of this internal shift, when toxic fear begins to dominate your thoughts, feelings, perceptions and actions. When your basic human needs are at risk it can be frightening. It is instinctive for to react and pursue your needs especially the most basic needs of safety and survival. As the visual model shows, the shift from need to fear is the *pivotal shift of mindset, energy and intention*.

The NEED	The FEAR	Toxic fear reactive behaviors
To Belong to feel included	Fear of not being included	Includes oneself without invitation, intrudes and pretends, attempts to impress or attract others to meet the need.
To Be Safe	Fear of Being Hurt	Avoids danger by attacking first, defending, protects aggressively, withdraws, becomes unavailable, isolates to protect from being hurt.
To Be Heard taken seriously	Fear of Not Being Heard	Does most of the talking, interrupts, puts self in the middle, postures for attention, argues, dominates to impress, voice and gestures & behaviors are dramatized to force being heard.
To Feel Powerful have influence	Fear of Being Powerless	Power over others, competitive, manipulates for position, recruits allies for support against others, is in a constant state of <i>war games</i> , claims and defends territory to ensure power.
To be Successful	Fear of Failure	A pronounced pursuit of achievement, reward, external recognition, possessions and status. This can also appear as self confidence but is extreme insecurity as true sense of self is externally based only.

As illustrated above, when a need turns to a fear we shift into *pursuit mode* and make exaggerated attempts to meet our needs. The more severe the fear, the more extreme the need to pursue and in turn the more extreme the reactive behavior. Toxic fear adrenaline provides us with plenty of momentum to react from fear.

### Healthy and Toxic Fear

Our *healthy fear* may be telling us we cannot rely on the situation or the people in it to meet our needs. Healthy fear acts as an early warning sign for us to assess on whom and what we are relying. *When Needs Turn To Fears visual model animates how toxic fear is the culprit*.

*Toxic fear* is when we shift into our pursuit mode and, out of despair, we start orchestrating the situation and manipulating the people involved in order to insure our needs are met. Any need can become a fear. We all have some needs which are more pertinent to us as individuals. When these needs are at risk we feel the most vulnerable. Our thoughts, feelings and actions can become driven by toxic fear.

### Overreacting and Underreacting

When we pursue our needs with toxic fear adrenaline we often *overreact*, such as intrusion and domination. We are often unaware of how we are impacting others. When toxic fear and disappointment overwhelm us we may become convinced our needs will never be met, so we *underreact*, resigning in defeat such as becoming invisible, apathetic and withdrawing into silence.

## Why the Needs To Fears Visual Model is helpful as a Reframe

*This model validates the significance of the internal shift we experience when a need becomes a fear.* This model animates the shift when a need becomes a fear and gives descriptions of *reactive behaviors*. Sometimes this shift is so subtle we don't see it, but it is *always influential*. Fear-based reaction behaviors are often extreme or urgent because they are *in pursuit* of something which is perceived to be at risk.

### Your assessment is easy - Need or Fear?

#### The Fine Line

The shift from a need to a fear is apparent in all of us from time to time, but it is particularly visible in high profile competitive endeavours. Athletes, for example, may compete at world calibre or professional levels of competition for years. They use healthy fear to keep them diligent and focused on what they need to do to be ready for each competition.

At some point some may find themselves stepping over that *fine line* into toxic fear where they experience the fear as anxiety and self-doubt. You have probably seen athletes go into temporary slumps, where they seem to have *lost their touch*. Sometimes it is just a temporary loss of focus, but sometimes it is something far more significant - they have shifted from focusing on their goal, to fearing their goal won't come true. It can be a devastating shift.

#### It Can Happen To Any Of Us

This shift into a fear-based mindset can often be so subtle we don't know it has happened. Our momentum from our passion is replaced with adrenaline from our fear. Somewhere in our life experiences, the edge is gone. Our passion is no longer the driving force behind every movement. It has been replaced with the intensity of our fear. This is when we shift into pursuit mode, driven by reactive fear behaviors. It can be a subtle shift, but it makes a huge impact on how we engage, what we can contribute and the value system we perpetuate (*see next page for #6 Freedom or Feardom visual model*).

If we understand fear,  
and decide to listen to our healthy (helpful) fear,  
we will not live under the influence of toxic fear.

## The Key is to Recognize the Shift from Needs to Fears

The most important contribution of the When Needs Turn to Fears visual model is how it highlights and animates the *shift in mindset from need to fear*. It provides descriptions of different reactive behaviors to help you become conscious of the signs of the shift when toxic fear begins to dominate your thoughts, feelings, perceptions and actions. When our basic human needs are at risk it can be frightening. It is instinctive for us to react and pursue our needs especially the most basic needs of safety and survival. As the following visual models show, the shift from need to fear is the *same pivotal shift* which occurs in each of these mindset comparisons. Each visual model animates *the shift* in its own specific way.

Whether you are applying this information to understand yourself better or someone else, remember that behaviors by themselves can be confusing and seemingly contradictory. One thing will be consistent - the mindset will show itself. To assess whether you have shifted from need to fear just ask two questions: *Is this the Spirit mindset, acting on needs, or the spin mindset, reacting from fear? If it is the spin, is the fear healthy or toxic?*

### Healthy and Toxic Fear

Our *healthy fear* may be telling us we cannot rely on the situation or the people in it to meet our needs. Healthy fear acts as an early warning sign for us to assess on whom and what we are relying. *When Needs Turn To Fears visual model animates how toxic fear is the culprit.*

*Toxic fear* is when we shift into our pursuit mode and, out of despair, we start orchestrating the situation and manipulating the people involved in order to insure our needs are met. This applies to you...and them. As the needs listed with the #5 When Needs Turn to Fears visual model are reframed into fears, any need can become a fear. We all have some needs which are more pertinent to us as individuals. When these needs are at risk we feel the most vulnerable. Our thoughts, feelings and actions can become driven by toxic fear.

### Overreacting and Underreacting

When we pursue our needs with toxic fear adrenaline we often *overreact*, such as intrusion and domination. We are often unaware of how we are impacting others. When toxic fear and disappointment overwhelm us we may become convinced our needs will never be met, so we *underreact*, resigning in defeat such as becoming invisible, apathetic and withdrawing into silence.

### Your Needs

*What are your ten most important needs?*

*What three needs most often feel at risk for you?*

### NEEDS

	to be respected	to be successful	to be heard	to have peace of mind
physical safety	to be supported	to belong	to be taken seriously	to develop competency
emotional safety	to be heard	to be valued	to be believed in	etcetera
intellectual safety	to be loved	to make a difference	to be connected to others	
spiritual safety	to be included	to be worthy	to be acknowledged	
financial security	to be appreciated	to learn	to be creative	
to be powerful in life	to accomplish, to fulfill	to be trusted	to create	

### When your Needs turn to Fears

*What strategies do you use when your needs are at risk?*

*How extreme is your fear?*

*How extreme are your strategies?*

*To which fears do you most often overreact and underreact?*

### **Getting Back to the Need**

When you look at this list of basic human needs from your Spirit, it is easy to see they are also our basic human rights. It is important for you to become aware of your *needs and your rights*. In order to get back on track, back to the need, you must connect with your primary point of reference, your Spirit.

Connected to your spirit, meaning, values, identity and purpose, it is easier to become an observer of the situation. From this step back you can become more conscious of your mindset and your needs, and ask yourself:

*Am I experiencing a spin?*

- *Have I shifted from attending to my needs to reacting to my fears?*
- *What is my spirit telling me about what I need right now?*
- *Does my experience tell me I am likely to get my needs met in this particular situation?*

If your answer to this last question is no, you know it will be necessary to create new ways to meet your needs.

*It is important to be able to assess the risks involved  
when you initiate change in order to protect your  
physical, emotional, intellectual and spiritual safety.*

When you become conscious of changes you want in your life it is natural to have an impulse to act on your needs. This can be healthy momentum for change but you may also be experiencing a hesitation. Your hesitation may be telling you to choose your mindset first and may be offering you time to consider your choices from your Spirit. Being in your Spirit mindset means you shift *from fear back to the need*, where you can create considered solutions which are consistent with your spirit and your resourcefulness of inspiration mindset.

Even though choices involving other people can be our most challenging,  
Spirit solutions are easier to live with later because  
they come from responding from self-certainty of spirit and are based on  
our meaning, values, identity and purpose.