How to Design the Life of Your Dreams Action Steps - Week 9

ALEJANDRO CHABÁN MOTIVACIONAL PLATFORM

LEARN TO DISTINGUISH BETWEEN WANTS AND NEEDS

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| **BASIS FOR COMPARISON** | **NEEDS** | **WANTS** |
| Meaning | Needs refers to an individual's basic requirement that must be fulfilled in order to survive. | Wants are described as the goods and services, which an individual likes to have. |
| Nature | Limited | Unlimited |
| What is it? | Something you MUST have. | Something you WISH to have. |
| Represents | Necessity | Desire |
| Survival | Essential | Inessential |
| Change | May remain constant over time. | May change over time. |
| Non-fulfillment | May result in onset of disease or even death. | May result in disappointment. |

## Why is it important to become aware of the difference between your wants and needs?

As you have learned in this course, you are your decisions and your life is a reflection of your choices. So, becoming aware of the difference between your “wants” and your “needs” will help you to invest your energy on building and expanding the things that would help you to take your life to the next level.

## MAKE A LIST! FOR EXAMPLE:

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| **NEEDS** | **WANTS** |
| Rent or Mortgage | Cable or Satellite TV |
| Car Expense / Public Transportation | Internet, Computer, and Smart Phone |
| Gas & Electricity | Fancy foods, like cookies, chips, organic food, etc. |
| Water | Beauty Products |
| Health Insurance / Access to Health Care | Subscriptions (Magazines, Netflix) |
| Phone (Landline and Cell phone) | Traveling |
| Basic Hygiene Products | Gifts |
| Child Care | Joining the Gym |
| Groceries | Eating out |

**ASK YOURSELF CONSTANTLY THESE SIMPLE QUESTIONS:**

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|  | **YES** | **NO** |
| Can I live without this? | □ | □ |
| Can I work without this? | □ | □■ |
| Would other people classify this as a want? | □ | □■ |

1. Now, make your own list with your needs and wants.

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| **NEEDS WANTS** |
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1. Organize the list of your needs and wants by priority.

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| **NEEDS WANTS** |
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1. With your dreams and goals in mind, look at your list of needs and wants, and eliminate anything that is distracting or getting in the way from achieving your goals and realizing your dreams.

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| **NEEDS WANTS** |
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# Work towards creating a BALANCE

There is nothing wrong with buying expensive clothing, cars, traveling around the world, having tons of magazine subscriptions, and eating out. The intention of this exercise is for you to identify the things that you truly need versus the things you want. This way you can make informed decisions that are in alignment with your goals and dreams.

YES YOU CAN!