Reality Model
(Changing Beliefs to Change Behavior)

<table>
<thead>
<tr>
<th>Human Needs</th>
<th>Belief Window</th>
<th>Rules</th>
<th>Behavior Patterns</th>
<th>Results</th>
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</thead>
<tbody>
<tr>
<td>Survival</td>
<td>Beliefs</td>
<td>If→Then</td>
<td>Behavior</td>
<td>Outcome</td>
</tr>
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<td></td>
<td>…what I believe about meeting my needs.</td>
<td>…rules (or “laws”) to make my beliefs happen.</td>
<td>…patterns of behaviors that impact me and others.</td>
<td>…consequences of my behavior.</td>
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<tr>
<td>Love</td>
<td></td>
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<tr>
<td>Importance</td>
<td>Feedback</td>
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<td>Go</td>
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<tr>
<td>Variety</td>
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</tbody>
</table>

Feedback

…”Will these results meet my needs over time?”

Start

Identify existing Behavior Patterns:
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Identify Outcome; predict the results of the old behaviors…what will it get you?:
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Feedback Loop: Ask, “In the long run will my needs be met if nothing changes?”
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Beliefs: What unseen beliefs are written on my “window” and what rules do I therefore live by?
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If you make changes to old beliefs (and create new, healthier rules), predict the likely New Behavior and New Outcome you might gain, and state how your Needs might be met: (Use a new sheet if needed)

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