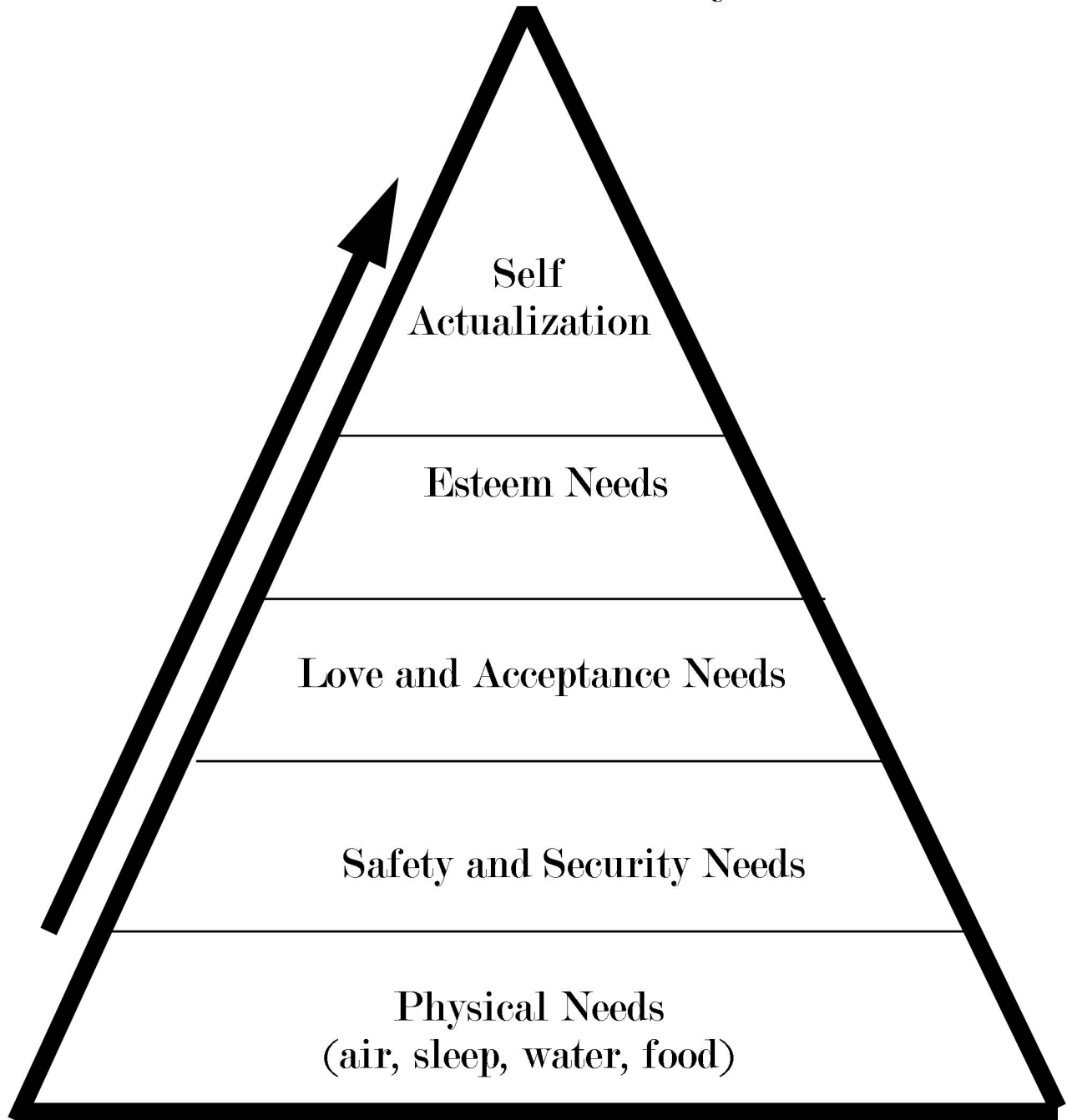


# Maslow's Hierarchy of Needs



We start at the bottom every morning and move up.

Created by National Sales Director Linda Toupin



## Maslow's Hierarchy of Human Needs

According to Psychologist Abraham Maslow a person's level of motivation is related to the level at which needs are met.

Self-Actualization--the need for personal growth and the need to realize potential.

Esteem- the need to be considered as adequate, worthy and deserving of respect.

Love and Belonging--the need for acceptance, warmth, affection, and approval from others.

Safety and Security--the need for protection from harm or injury and for security from threats. Money and debt are here.

Physical- the needs of the body, such as food, sleep, shelter and activity.

## Traits of Self-Actualized People

1. Reality Centered
2. Problem Solver
3. Have a different perception of means and ends.
4. Need for privacy and are comfortable being alone
5. Independent of social pressure and environment.
6. Democratic values.
7. Enjoy relationships with others.
8. Non-hostile sense of humor.
9. Acceptance of self and others.
10. Simple and spontaneous.
11. Sees ordinary things with wonder and awe.
12. Creative, inventive and original.
13. Has many peak experiences.