

## Concerns Under the Concerns

The following questions will help you identify the concern under the concern:

- Can you tell more about that?
- What concerns you most about that?
- What worries you most about that?
- Do (or did) you know they worry about that?
- Can I ask them why they worry?
- Would it make sense to...?
- Were you thinking that...?
- Can you handle me asking you a question?

