

PAIN FUNNEL QUESTIONS

Tell me what pain you're experiencing.

Tell me more about it.

Can you be more specific? Can you give me an example?

How long has that been a problem?

What have you tried to do about that?

And how did that work?

What else did you try?

And did it work?

How much do you think that has cost you? Monetarily? In terms of time and effort? Emotionally?

If you stay on this trajectory for the next 5-10-20 years, what will that be like?

How do you feel about that?

Have you given up trying to deal with it?