



Income Loss



Situation



- One spouse is breadwinner



Problem



- Surviving spouse couldn't pay bills without the breadwinner
- Breadwinner has critical or chronic illness can't pay bills
- Lose the house to foreclosure
- Forced to live with family
- No time to grieve



Implication



- "What if?"
- "How.....?"
- "Tell me more..."
- "How does it feel....."
- "What do you mean?"ç



Need-pay off



Negative to positive