

Verbal Needs Worksheet

Needs are communicated in a variety of ways. Service Coordinators should consider what the driving force associated with what was said. Use this worksheet by listing family members in the first column, write direct quotes in the second column and choose a driving force in the next column that might explain the importance of the statement to the person. When you have done that, go the last column and choose one beginning statement from the drop down menu and complete the sentence. This becomes the possible underlying need for that family member.

Family Member	What They Said to You	Driving Force (Why it Matters to this Person)	Needs Statement (Choose the start of the statement & complete it)

For additional information see the Needs Guide at...