



Appointment Scheduled:

Date: _____
 Day: _____
 Time: _____

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone #: (_____) _____ Home _____ Cell _____ Bus _____

Questions to ask during the initial consultation (sequence of questions doesn't matter).

WHO: It's important that anyone whose design and financial opinion you value joins us for our session.

WHEN: Is there a special date by which you're trying to complete your project?

WALLET: Three levels and associated price ranges (based on a 3-4' window):

- Foundation Level (\$200-\$900) – blinds and shades that provide best functionality
- Second Level (\$1500-\$2000) – one layer of soft treatment, including valances, cornices, and panels
- Third Level (\$1500 - ~) – multiple layers of soft treatments that are embellished with decorative trimmings

WHY: Probe for "WHY" prospect is doing this project. Why now. What are the motivating factors.

New house purchase (less than one year) _____ Re-decorating _____
 Decorating (in house more than one year) _____ Sun-glare _____
 Privacy _____ Unusual windows _____

What Rooms Need Window Treatments?

Living ___ Family ___ Dining ___ Kitchen ___ Den ___ Master BR ___ Guest BR ___ Kids BR ___ Sunroom ___

What room is the #1 priority?

Type of window in your #1 priority room:

Single ___ Double ___ Triple ___ Bay ___ Sliding Door ___ Other _____

HAVE YOU HAD A CHANCE:

- To check anything out, scope things out
- Have you ever done custom window treatments before?

ARE YOU SET ON WHAT YOU'RE LOOKING FOR OR ARE YOU OPEN TO IDEAS?

Lu LUANN NIGARA

