

## **Examples of Qualifying Questions:**

Tell me a little about the room the furniture's going in.

How do you normally use that room?

Are there any doors that lead outside from that room?

Tell me a little about the lighting in that room.

Who is going to use the furniture with you?

Are there any colors you want to stay away from and why?

Are you replacing what you currently have? If so why?

How long have you had your current furniture?

What are you looking for the most in your new furniture?

Why are you buying new furniture?