



## PARKWAY WINDOW WORKS

# The Window Treatment Sales Checklist

### Key Categories and Questions

#### Privacy

- Do you get a lot of foot traffic on the sidewalk?
- Can your next door neighbor see in?
- Does your significant other travel?
- Are you alone in the house at night?
- Is there a view out your window that you don't want to see?
- Do you have a gorgeous view that you *do* want to see?

#### Light Control

- Does the sun wake you up in the morning?
- Does the light interfere with the baby napping?
- Is there glare on your TV in the afternoon?
- Do you have any fading of your hardwood floors or oriental rugs?

#### Temperature Control

- Is it cold around the windows in the winter?

*Note which direction the windows face. For East and West facing windows and particularly for windows with Southern exposure, you may want to ask:*

- Does the room get too hot on sunny days?

#### Access

- Is there a bathtub in front of the window?
- Are there transom or two story windows?
- Does a household member have any physical limitations like arthritis or limited mobility?
- Do the windows open into the room or tilt into the room for cleaning?

#### Lifestyle

- How many children do you have?
- Do you have grandchildren that visit?
- Do you have pets?
- Do you use Alexa or have any other home automation systems?

#### Experience

- What did you like about the window treatments you've had in the past?
- What didn't you like?