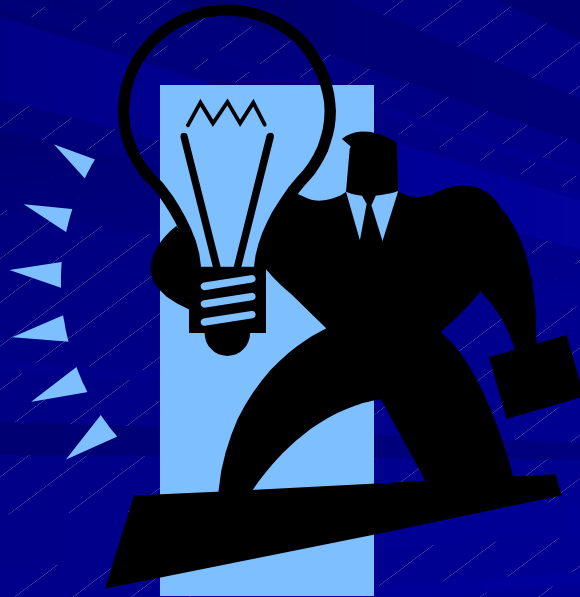


# Questions to Ask Home Owners When Soliciting an Installation



# Question 1: Is This a New Home or a Retrofit of an Existing Home?

- This can be important to know in terms of:
  - How much wiring needs to be done
  - If they plan on recycling some already installed products or plan for all new

## Question 2: What are the Special Requirements of Your Installation

- No two installations are the same, unless you're installing into a new development where all houses are identical, and even then:
  - Some rooms might have to be louder than others
  - TVs or other appliances may go in different parts of house

# Question 3: What Sources are you Planning to Utilize?

- Tuners
- Players
- Miscellaneous

This information will help set up an initial parts list as well as determine the number of auxiliary inputs needed on the amplifier equipment

# Question 4: How Large is your installation?

- The size will determine:
  - How many speakers
  - How many amplifiers
  - How many accessories
  - How much wire



Be sure to get blueprints/floorplans if available

# Question 5: How Many Zones do You Plan to Have

- In other words, how many separately controlled speaker runs are needed
- Some houses may not mind if certain rooms share audio and thus can be combined into one zone

# Question 6: Do You Need the Ability to Route Specific Audio to Specific Zones?

- If it's not realistic to have the same single source going to all zones, a more advanced amplifier, or multiple amplifiers, would need to be considered.
- For smaller multizone installations, a distribution amplifier would work. For larger or more complicated installs, a higher end matrix unit could be needed.

# Question 7: What is Your Budget

- Budget plays a big role, and it might not always be possible to get a dollar figure budget, but at least get an idea if the customer wants:
  - High end vs. lower end equipment
  - Complete coverage vs. the bare minimum



# Question 8: Is your house networked?

- A house that is networked adds the possibility of incorporating Media Servers and PC audio output into a home sound system.
- If it's not networked, it's a great opportunity for an up sell.

