

What is your biggest concern regarding furniture standards and ergo products? _____

What do you want your furniture and ergo products to do for you? _____

How do you feel about the current furniture and ergo program/products? _____

What reasons lead to your last furniture/ergo purchase? _____

If you were to buy more furniture/ergo products, would it be the same, or a different reason?

What do you like most or least about your furniture/ergo program? _____

Have you had a poor experience with any particular type of furniture, manufacturer, or dealer?

Has Repetitive Strain Injury (RSI) been an issue in your company in the past? _____

How have you addressed those issues? _____

Is there anything else we should discuss? _____

If we develop an overall plan that fits your objective in every way, is there any reason we can't do business together? _____

