

Check off all styles of flooring that make sense for your commercial client:

**1. What questions should be asked before selecting flooring for a commercial building?**

- a. How much foot traffic will there be in each area?
- b. Will there be pallet carts or other equipment used in the area(s) that may be rough on the flooring?
- c. Will the area be exposed to moisture, requiring water-resistant flooring?
- d. Are there bathrooms or break rooms that need flooring?

**2. Commercial buildings often need floors with fast cleanup: Which flooring type is your client interested in?**

- a. Different versions of carpet
- b. Ceramic and/or luxury vinyl tile choices
- c. Natural stone
- d. Hardwood

**3. If your client wants a hardwood look (but not real hardwood), which option might interest her?**

- a. Luxury vinyl planks
- b. Cork
- c. Luxury vinyl tile

**4. If the area is dust-prone, which eco-friendly flooring is your client interested in?**

- a. Eco-conscious carpeting
- b. Natural cork
- c. Tile

**5. If the commercial building mainly houses forklifts and trucks, what type of flooring does your client want?**

- a. Aesthetically pleasing flooring
- b. Heavy-duty and high performance-based flooring
- c. High-performance but not necessarily heavy-duty

**6. If the client wants to provide a quiet atmosphere in a commercial building, what carpet color groups could you suggest?**

- a. Neutrals or warm colors like beige or brown (i.e., Cavern Clay)
- b. Cool colors like ultraviolet or poppy red
- c. Not sure

**7. If the building is similar to a library (with expansive floor space that needs to stand up to heavy foot traffic yet be easy to keep clean), which of the following flooring types would the client prefer?**

- a. Solid hardwood
- b. Natural cork