

Use this checklist to make design decisions that make sense for your client:

**1. Are your clients showing the following red flags when it comes to a bathroom remodel?**

- a. They lack storage
- b. They're having functional problems
- c. They're annoyed with their old bathroom
- d. They want to add value to their home
- e. It's a combination of the above and/or other issues

**2. If budget is a high priority, which option(s) would be of interest to your clients?**

- a. Organizing their wants and needs from high to low (including your fee)
- b. Weeding out unnecessary enhancements
- c. Listing budget-friendly alternatives

**3. Which stylistic choice best suits your client's personality?**

- a. Modern
- b. Luxury
- c. Minimalist yet sophisticated

**4. What other type of bathroom renewal is your client looking forward to?**

- a. Simple and classic
- b. A more tech-focused remodel
- c. Eco-friendly choices (see No. 7)

**5. Is accessibility a priority to your client now or in the future?**

- a. Yes, it's a necessity
- b. No, it's not important

**6. What form(s) of accessibility best meets your client's needs?**

- a. An open shower
- b. Grabs bars and shower seats
- c. Doorway expansion
- d. Adjusting the height of need-to-reach areas

**7. Which eco-friendly option(s) does your client prefer?**

- a. Programmable thermostat to save and reduce costs on utility bills
- b. Heated flooring to reduce energy costs and accommodate for cold-weather areas
- c. Steam shower to save water
- d. Eco-friendly toilets to reduce water usage

**8. If you've discussed making a client's bathroom feel more open, does your client want:**

- a. More lighting to brighten it up (see No. 9)
- b. Brighter colors (see No. 10)
- c. An open shower
- d. Smaller tiles

**9. Do any of the following forms of lighting fit within your client's wish list?**

- a. Natural lighting: Open the ceiling with a skylight
- b. A mix of task and ambient lighting
- c. Cove lighting: Give a soft glow to the bathroom walls

**10. What color palette does your client want to consider for a more open bathroom?**

- a. Soft neutrals and earth tones (browns, tans, muted greens)
- b. Shades of white (off-white, cream, alabaster)
- c. Soft lights (sky blue, light lavender)

**11. What type of flooring style suits your client's needs?**

- a. Solid color ceramic tile
- b. A hardwood look (see No. 12)
- c. Mixed mosaic
- d. Mixed geometric

**12. If your clients are looking for a hardwood look-alike, consider the following characteristics to help narrow their choice:**

- a. Laminate gives a hardwood look with a forgiving surface
- b. Luxury vinyl tile or plank mimics the look of hardwood or stone