

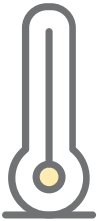
# SMART QUESTIONS TO ASK HOMEOWNERS ABOUT SMART HOME TECHNOLOGY

Use this checklist to start a conversation about which home automation solutions are right for your client.



## **Safety** HOME SECURITY

- Are exterior home security cameras important to you?
- If so, should they blend in or make a statement by being front and center?
- Are there specific locations you want to monitor based on deliveries or traffic flow?
- Do you want to access cameras remotely?



## **Comfort** TEMPERATURE CONTROL

- Does your family have a difference of opinion when it comes to climate control?
- Would you like to easily program your home heating and air conditioning to match your varying schedule over weekdays and weekends?
- Would you like the ability to control your home's temperature remotely?



## **Lighting** BLINDS & SHADE CONTROL

- Do you have any furniture or treasured artwork that you would like to protect from fading?
- Would you like the ability to block direct sunlight throughout the day?
- Is home efficiency important to you?
- Would it be helpful to turn on/off lights remotely or have them follow a schedule? Do you travel often or like to follow a routine?



## **Entertaining** HOME THEATER & SOUND

- How does your family enjoy spending time together?
- Is there a resident movie buff pining for in-home theatre?
- Would you prefer a dedicated theater room or a multi-media room?
- How close do you want to mimic the 'movie' experience?
- Do you want to play music in any room or every room? How about outside?



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