



Incoming Sales Call Qualification Questions

1. Name First and Last \_\_\_\_\_
2. Phone number \_\_\_\_\_
3. Address \_\_\_\_\_
4. Have you ever done a remodeling project in the past? Yes\_\_\_\_\_ No\_\_\_\_\_
5. If Yes then what type of project \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
6. What type of project are you interested in speaking about? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_
7. (INTERNAL ANSWER TO QUESTION #6) Is this the type of work we do? Yes\_\_\_\_\_ No\_\_\_\_\_  
(If no then end the call)
8. Have you ever worked with a General Contract before? Yes\_\_\_\_\_ No\_\_\_\_\_
9. How long have you been researching your project? \_\_\_\_\_
10. On a scale of 1 through 10, 10 being you are definitely doing this project. Where do you fall?  
\_\_\_\_\_
11. When do you wish to start this project? \_\_\_\_\_
12. What is your budget? \_\_\_\_\_
13. When would you like to set an appointment for a representative to meet with you? \_\_\_\_\_  
\_\_\_\_\_