

Manual

Room | Stylefinder by RESCHBOX® facilitates and supports communication between consultant and customer when choosing interior design. Based on colour selection, it allows the consultant to identify what type of interior design and furnishings the customer is looking for within a short space of time, thus making it possible to offer tailor-made advice.

Identifying your customer's style in 3 steps



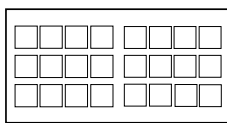
1 Colour cards

Ask your customer which of the 4 colour cards they like best, without thinking in terms of interior design. If you are advising two customers at the same time, make sure that neither of them is influenced by the other. Each person chooses one of the 4 colour cards. When you say so, both your customers tell you their choice at the same time.

If a customer cannot settle on one card, the question 'Which colour would you like to take home with you?' often helps.

If your customer chooses 2 cards you should evaluate both of them.

2 Colour chart



Show your customers the colour chart. Don't think about interior design or furnishings. Ask in the following order: Which is the nicest colour? Which is the second nicest colour? Which is the least attractive colour? Which is the second least attractive colour? Note down their answers.

3 Analysis



Enter the results in the prescribed fields at www.reschbox.com (password required) and print out the results. Observe the customer's reaction and base your subsequent questions on the texts.