



7 Questions to Ask Your Furniture Salesperson

A printable checklist to bring with you to the showroom.

Shopper's Reference

- ❑ **1. Do you offer free design services? Listen for: a degreed interior designer, in-home or virtual visits, 3D room renderings, and no fee unless you buy.**

- ❑ **2. How and where is your furniture made? Quality signals: made in North America, four-sided hardwood or OSB framing, high-density foam, dovetail drawers. For leather, ask top-grain vs. bonded.**
- ❑ **3. What customization options are available? Ask about fabric and leather choices, power vs. manual recline, swivel bases, gel cushions, memory foam sleepers, heat and massage, contrasting welt.**
- ❑ **4. Will it cost extra to customize? Get upgrade pricing in writing. Final cost depends on fabric, options, and add-ons — ask for the all-in number, not the starting price.**
- ❑ **5. Can you walk me through the warranty? Most reputable brands offer a limited lifetime warranty on parts and frame defects. Ask what's covered, what's not, and whether in-home service calls cost extra.**
- ❑ **6. Do you offer a price match guarantee? Ask about the time window, the mile radius, whether online retailers count, and any exclusions like clearance or hot-buy items.**
- ❑ **7. What are your delivery options? Ask about delivery fees, advance call windows, estimated arrival day, and producti**

BONUS: 3 WARNING SIGNS TO WATCH FOR

1. The salesperson greets you from across the room and never really engages.
2. They don't ask questions about your home, your room, or how you live.
3. They hand you a business card and walk away.