



Customer Survey

Set at ease- break the ice a little, show interest in them. Set yourself up for success by figuring out a little about them; as much of their background as you possibly can. **Set expectations**- you're running through this survey to help identify areas of interest/ concern. You don't expect all areas to apply to everyone. You do want to find areas they genuinely have a need. **Set the tone**- keep it as conversational as possible and ask follow up questions, while carefully listening.

Lastly, some starter questions: Before we get started, are there any allergies or dietary restrictions I should know about as I make my recommendations? Also, when it comes to supplementation, do you have a preference when it comes to pills, liquids, gummies, etc? You could also mention that your questions could apply to anyone in their home (kids, spouse, etc) if appropriate!

1. Are you currently taking or interested in taking a **multivitamin**? Are you interested in supplements aimed at boosting your **immunity**? (You could also ask if they have any other vitamin deficiencies or suffer from seasonal allergies as well.)
2. Do you ever experience **joint pain** or **muscle soreness**? If yes, which one?
3. Do you find yourself running out of **energy** and/or feeling **mentally foggy**? If yes, when in the day does this typically occur? What do you currently do to help?
4. Do you experience any difficulty **falling asleep** or **staying asleep**? If yes, which one?
5. Are you ever looking for ways to **improve your mood** or **decrease stress/anxiety**?
6. Do you currently have any goals specific to **weight loss** or **weight management** you are working towards? Do you currently **work out** or plan to start working out soon? (How much weight are you trying to lose? What kind of a program/diet/lifestyle do they follow?)If yes, what do you do/will you be doing? How often?)
7. Let's talk about **skin care** for a moment. What do you currently use, and how satisfied are you with your current routine? Is there anything about your skin you would like to change or improve upon?
8. Let's talk about all things **personal hygiene**- from shampoo and conditioner, to toothpaste and mouthwash to soap- how satisfied are you with your current products? Is there anything about any of those areas (hair, skin, teeth, body) that you would like to change or improve upon?
9. Do you currently use, or are you interested in, environmentally-friendly, effective **cleaning, laundry, and household disinfecting products**?
10. Are you concerned about the **air quality** or **water quality** in your home? (Particularly important if you or anyone in your house struggles with allergies, has autoimmune concerns, or if there are pets in the house.)