

## Why?

*What got you to call Protect America today?*

*Tell me about the concerns you may have when it comes to safety in your neighborhood.*

## Home?

*Give me a good visual of when you walk through your front door of the points of entry that you would be concerned with.*

*When you are away from home, what are you most concerned about?*

*When you are at home, do you have any concerns?*

*Tell me about your garage situation. Are there any valuables of concern?*

## Access?

*When you are away from home, who would have access to your system?*

*How important do you think it would be to access your system when you are away from home?*

*Who all would have access to your system?*

## Traffic?

*Tell me about the traffic going in and out of your home.*

*Fill me in on your pet situation.*

*When you are away, will there be anyone coming in and out of your home?*

*What does a normal day look like, traffic-wise?*

## Interactive?

*What interactive features have you seen from the other companies that you like?*

*What have you seen out there that you have not liked?*

## Safety?

*Are there any parts of your home that you would feel are the most concerning?*

*Tell me about any past experiences you've had involving your safety.*

*During the day, what entry point do you feel a burglar might use?*

## Interested in PA?

*Have you and anyone else in the home discussed a budget? What would that be?*

*How do you feel about your company so far?*

*Are there other companies that you have contacted so far?*

*Do you know anyone that has our system? What do they think about it?*

## Time?

*What times of the day or night are you or anyone in the home not there?*

*Tell me about your work schedule; when would you or anyone be away?*