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[BEFORE THE STORE](#)

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Dealer **Dialogue**

Carpet dealers frequently carry several carpet lines and manufacturers in their showrooms. You'll see a range of quality when you begin your carpet search. Your best bet is to educate yourself and research your options before you head to the store. Then, you're sure to get a quality carpet that provides comfort, durability and beauty far into the future.

Below is a helpful guide to understanding what to expect when visiting a carpet dealer.

Room Use

Be prepared for your dealer to ask some of the following questions:

- How is the room going to be used?
- Is there light or heavy room traffic in the room?
- Is the room the center of activity for family or entertaining?
- Is there direct access from outside?

WHAT YOU SHOULD KNOW:

By asking these questions, the dealer is trying to gauge which grade and style of carpet would work best for your home.

Try to give as full a picture of your expectations for the carpet. Is it important that the carpet stand up to lounging pets, running children and bustling activity? Or are you mainly concerned about how it will look and feel in a formal living room that doesn't get a lot of use?