



What's Next?

Call our office at

616-261-3250

Send ideas to

doorquotes@lumbermens-inc.com

Send final orders to

doorsales@lumbermens-inc.com

Door Sell Sheet

Starting Questions

1) Tell me about the project – building new or remodeling?
a. If remodel – they will need to supply the RO
b. If new construction – supply the rough openings to the contractor

2) Are you looking for a single door or a door with sidelites, or double door?

3) Budget for the project – help steer into the right door series

Narrowing Questions

1) Door width – if the unit is less than 3/0 – Classic Craft is almost all 3/0 wide doors.

2) Do you want a painted door or a stained door?

A. If stain – Go to Classic Craft or Fiber Classic

B. If paint – go to Classic Craft Canvas or Smooth Star

3) How much glass do you want in the door?

A. Each door style is listed by glass size – go to those pages and show choices

4) What type of glass are you looking for? Clear, obscure, decorative, grilles in the glass?

5) What do you want for a frame?

A. Painted

B. Composite

C. Clad

6) Do you want the unit prefinished?

A. Choose color of paint or stain

B. If they want the jamb finished – we paint DuraTech or composite

C. If a painted jamb – see if a clad color matches what they want – less expensive than painting the others

7) Hardware options – standard lock sets or multi-point hardware

A. Color

B. Multipoint – Lever or grip? Choose a handle style.

Finalizing Questions

1) Inswing or outswing

2) Handing

3) Opening size

4) Wall size