

# Why Interior Designers Don't Need Discovery Calls

You don't need to overcomplicate things with scheduled calls or consultations. Instead, focus on being available and approachable and know your services inside-out.

## Interior Design Discovery Call Vs An Inquiry Call

An interior design discovery call is a structured, proactive approach where you're trying to understand the client's broader needs and qualify them as a lead.

An inquiry call, on the other hand, is more informal and reactive. It's about answering your client's specific questions and giving them the information they need right then and there.

While discovery calls work well in coaching, they're often overkill in interior design. Most clients aren't looking for a deep, exploratory conversation—they just want to know if you can help them and how much it'll cost. A straightforward inquiry call can accomplish that without all the extra steps.

## Break Down The Barriers

Most clients are intimidated by interior designers so when they reach out by messaging, emailing or calling, don't scare them away by overcomplicating the process.

Designers often overcomplicate things because they want to appear professional, but in reality we're just confusing everyone.

Think about when you purchase something from a shop as a customer. If you want to ask a question about the product, isn't it infuriating when something is confusing or if you can't get hold of someone?

