

5P's

The Five-Ps Self-Assessment Questionnaire



1. PAIN & PRESSURE FACTOR

Do you feel refreshed and rested when you wake up?

1. Never
2. Sometimes
3. Always

How often do you wake up with lower back pain, stiff or sore shoulders, pins and needles?

1. Never
2. Sometimes
3. Always

How would you rate the quality of your sleep?

1. Poor
2. Average
3. Excellent, no problems sleeping

Are there health issues or treatments that might affect your bed selection?

1. Yes _____
2. No

2. PERSONAL COMFORT FACTOR

Do you sleep on your...

1. Side
2. Back
3. Stomach

How do you want the top surface (padding & quilting) of your mattress to feel when you're sleeping?

1. Firm – (firmer, flatter feeling)
2. Medium – (mild 'sink' with some cushioning)
3. Plush – (luxurious, padded, provides a cradling effect)

3. PARTNER DISTURBANCE FACTOR

If you sleep with a partner, do you feel each other moving?

1. Never
2. Sometimes
3. Always

How often are you disturbed by this?

1. Never
2. Sometimes
3. Always

4. PERFORMANCE FACTOR (durability & quality)

Is this mattress for your own personal use?

1. Yes
2. No _____

How often will this mattress be used?

1. Every night
2. Occasionally

5. PRICE FACTOR

Which statement below best fits your mindset with regards to the quality & price of the mattress you're looking for?

1. I want to buy a standard quality mattress with some features
2. I want to buy the best mattress I can within my budget
3. I want to buy a superior quality mattress with obvious features and benefits

And, finally, consider your budget?

1. Less than \$1,000
2. \$1,000-\$2,000
3. Budget is not important