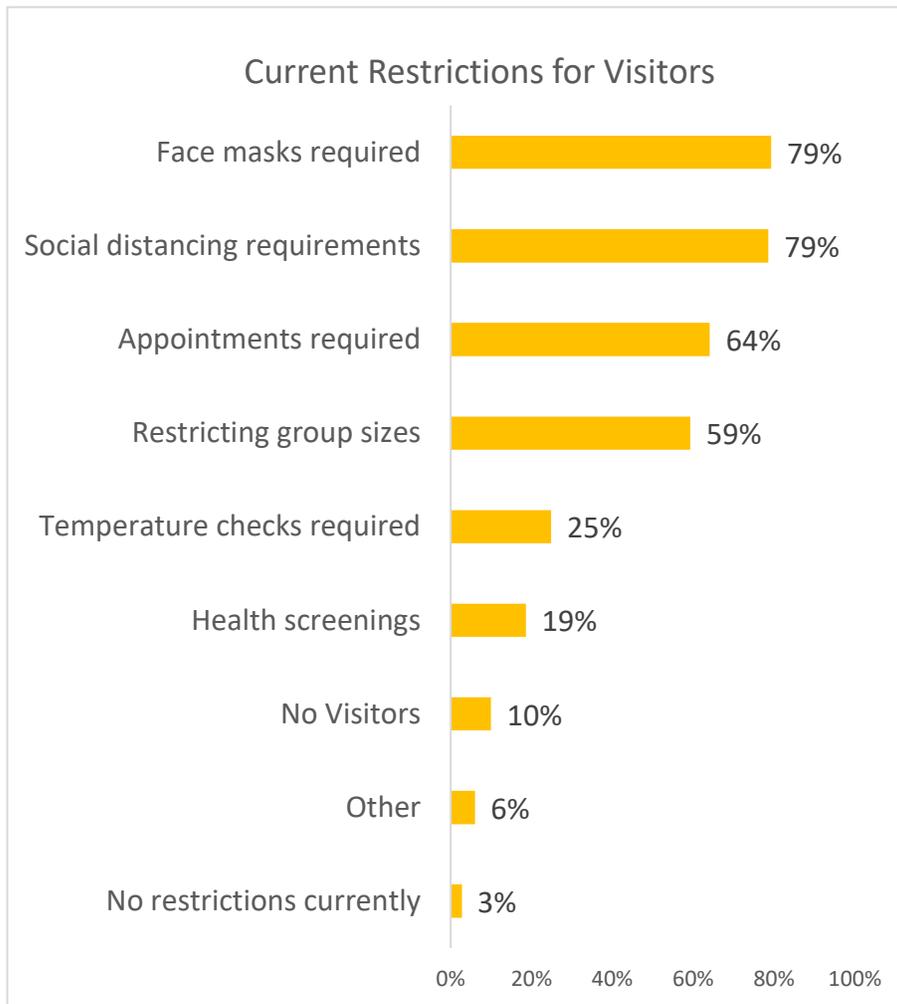


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***The majority of facilities and building professionals' firms require visitors to wear face masks, maintain social distancing and make appointments.***

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What, if any, restrictions does your company have in place for visitors?



*Note: companies that currently do not allow visitors include architects, interior designers and facilities.*

**TAKE AWAY:** When and if companies or facilities allow visitors, there will be many restrictions manufacturers' reps will need to comply with. To ensure success, manufacturers' reps should call to make an appointment and to make sure they are aware of other restrictions the company may have in place.



**No. 2020.28**  
**Released: 9/2020**

## Purpose:

To find out what type of restrictions or requirements companies have in place for visitors to their facility/company.

## Methodology:

AIM surveyed architects, interior designers, engineers and facility managers. The survey was conducted on-line in August, 2020. Overall response was 145 completed surveys.

## Conclusion:

AIM research indicates that many building professionals are unsure when they will return, if ever, to a full-time schedule of work in their company office. However, their facilities or firms have already implemented a variety of restrictions on visitors. On the average, respondents indicated 3.5 different types of requirements facilities are implementing. Anywhere from requiring masks to temperature checks or health screenings. The research indicates that the majority (79%) are requiring masks and practicing social distancing. In addition, many are requesting visitors make an appointment and are not allowing group meetings/gatherings. Some of the "other" restrictions include; the use of hand sanitizer, outside meetings and pre-approved visitors only. Only 3% of building professionals surveyed indicated their company had no restrictions on visitors. Since there is still so much that is uncertain about the spread of the COVID-19 virus, companies' restrictions on visitors will no doubt continuously change over the next several months. Before visiting a designer or facility, manufacturers' reps need to make themselves familiar with the particular restrictions and requirements of that specific facility. Reps should phone/email to make an appointment and to learn what requirements they would need to follow. Gone are the days of cold calls and just dropping by.

Note: Data is based on research conducted by Accountability Information Management, Inc. (AIM). Total response=156. AIM is a business-to-business marketing communications company, ©August, 2020. For additional information including a more in-depth analysis, contact AIM or visit our website. Phone 847-358-8558, Email [inquiries@a-i-m.com](mailto:inquiries@a-i-m.com). Website: [www.a-i-m.com](http://www.a-i-m.com). Thank you.