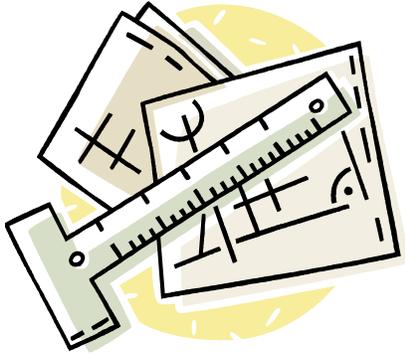


Tips for Hiring a Remodeling Contractor



We understand how much anxiety can be involved in the process of choosing "the right" remodeling contractor. That's why Romeo Kitchen & Bath has put together this informative resource to help you during your decision. Feel free to call us at (586) 752-6120 if you have any questions that aren't answered here!

1. Good communication is essential to working with contractors, so be fully prepared on your side. Here are some bits of information you can put together prior to calling the prospective contractor:

- Decide exactly what it is you want done.
- Collect some visual aids to help explain what you are looking for. These can be pictures, sketches or computer-aided visuals.
- Decide on a budget and communicate it to the contractor. Believe it or not, this is extremely important. For example, a complete kitchen remodel can cost anywhere between \$5000 and \$100,000, or more in some cases. There are many variables to take into consideration in any home improvement project, so having a budget will help contractors point you in the right direction. Your experience will obviously result in frustration if in your mind you have \$10,000 to invest and the project you describe to the contractor is a \$20,000 idea.
- Establish and prioritize a wish list. This is a simple list of things that you must have, would like to have, or if your budget allows, would be nice to spoil yourself with. Arrange them in order of importance.

2. Locate a contractor. Where do you go?

- The yellow pages are a good place to start.
- Search the internet for contractors in your area.
- Ask people you trust: friends, family, neighbors. When speaking to these people ask questions such as; Were you pleased with the work and the way it was done? Did the contractor show up every day, and stay all day, from start to finish? Did the contractor stick to the contract terms?

3. Set up an appointment with prospective contractor(s).

- First impressions are extremely important on both sides so make sure you are home on time for your meeting. Make sure the contractor is on time as well.
- Articulate to the contractor exactly what it is you want done. Show them any paperwork and visuals you've accumulated and discuss your budget.
- Ask to see the contractor's license and proof of insurance.

4. Asking good questions during the meeting is extremely important.

- Has the contractor done a job like yours in the past?
- Ask how add-ons will be handled, if the situation occurs.
- What is their policy on daily clean-up and removal of waste?
- Ask specifically who will be performing the work. Are they an owner operator? (meaning he is the one that will be on the job leading the crew.) Are they just a salesman? Are they a general contractor? (meaning he takes a percentage and sub-contracts the job to different companies whom you've never met or interviewed.)
- Who will be responsible for getting required permits?
- Is the contractor busy? (Good ones usually are.)

5. Get 3 estimates.

- Each contractor should give you a detailed written proposal stating specifically what work is included and what materials will be provided. Make sure the price includes sales tax.
- Prices should be relatively in sync. Too large of a price differential is a red flag. Did they make a mistake? What isn't being done? Where are corners being cut?
- Check the expiration dates on licenses and insurance policies.
- Call the contractor to see how easy they are to get a hold of. (Tell them you are still in the process or reviewing all of the estimates.)

6. Ask yourself the following questions.

- Who seemed to be the most professional and knowledgeable?
- Is the contractor courteous and business-like?
- Are phone calls returned in a timely manner?
- Does the contractor seem interested in doing work for you?
- What is the major difference between these two bids? (Make sure you are comparing apples to apples.)

7. Making your final decision.

- Narrow the field down by process of elimination.
- Exclude any contractor who didn't have the proper paperwork or credentials.
- Exclude any contractor who failed to return your phone call.
- Do not make your decision on price alone.
- Choose the contractor who inspired the most confidence and trust in you.



We'll be more than happy to answer any questions you may have. All you need to do is give us a call at **(586) 752-6120**. Although we obviously hope that you contact us for your project, we certainly hope this resource will help you during the decision process.