

Hiring a Home Improvement Contractor?

10 THINGS TO KNOW BEFORE YOU BUY



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1. **Is the contractor licensed and insured?**

This is your first level protection as a homeowner and an indication that your contractor is a professional.

2. **Can the contractor provide references?**

If a contractor's work product is high quality, they will gladly provide you with examples of their work and happy customer testimonials.

3. **Does the contractor carry multiple product lines and offerings?**

Some product lines perform better than others in given situations and no one product can meet every customer requirement. A lack of product options may mean that a customer has to compromise some of their needs unnecessarily.

4. **Does the contractor offer multiple "BUY NOW!" incentives or other discounts?**

Consumers are often faced with this unfortunate reality in today's home improvement marketplace. Contractors will artificially inflate their prices to allow enough profit to offer deadline incentives to secure a contract. It begs the question: If you had signed the contract as it was originally quoted, how much were you overcharged?

5. **Are the contractor's products you are considering for purchase covered by a lifetime warranty?**

Quality products come standard with comprehensive warranties. Consumers should request written copies of warranty documentation.

6. **Does the contractor require that both the husband and wife are present for the estimate?**

One adult is all that should be required to deliver an estimate and answer product questions. Requiring that both adults are present for an estimate is a common requirement of the high-pressure sales approach.

7. **What type of payment types does the contractor accept and is there a financing option?**

Be very wary of cash only requirements for payment. Your level of buyer security is greatly diminished with cash transactions. Professional contractors should offer their clientele multiple payment options: Cash, Check, Credit Card, or Financing. Financing is a nice option when combined with some of the "Same as Cash" terms available today.

8. **Are the contractors products certified by a 3rd party organization?**

NFRC and AAMA are the two main 3rd party certification organizations that validate window performance claims. Without their stamp of approval, the validity of certain performance claims can be questionable.

9. **Are there any specific HOA (Home Owners Associations) guidelines and bylaws that mandate what type of materials can be used and what architectural style they must comply with?**

This question is actually aimed at the homeowner/customer, but will help you immeasurably when it comes time to make decisions about your improvements and the timeliness in which they can be undertaken.

10. **Have you educated yourself?**

The homeowner/customer will always be their own best advocate and educating oneself is the only surefire way to sort through what information is accurate and what is not. There are a several good sources of unbiased information available today that can assist homeowners in making good decisions.

Call us today for a FREE in home estimate!

703-378-1190!



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