

## To Learn More About Our Services and How We Work Download Our FREE GUIDE!

### Important Information About Scheduling an Initial Site Visit

BEST Techs Contracting Design | Build | Remodeling, Inc. has a standard site visit charge of \$100.00. This is for traveling to and from your property and the time spent to help you, and for us to give you a “FREE” Guesstimate or price range of your project, and to take notes on preparing a Firm Price Quotation for your home.

We can help you solve your home issues, or help you build the remodel of your dreams.

With this system, you know that a professional, back-ground checked, multi-skilled Home Performance Specialist, who is not a salesman or sub-contractor, will show up on time, and start working on an accurate Firm Price Quotation for your project.

Once we have compiled your project wishes, dreams, wants and needs, and we decide that this is a project that we can all work together on, then a Design Agreement will need to be signed to move to the next level.

The design agreement lays out a payment schedule for the delivery of preliminary plans (if needed) and the cost estimates that go with them. BTC will point out the benefits of working with a design agreement, and the value engineering that our clients will receive by working with us in this way.

Once you complete the short, online booking process, our office will review your request no later than the next business day, finalize it into our system and send you a meeting confirmation along with copies of our contractor’s license, and liability insurance. Your Home Performance Specialist will call you the day before your meeting to introduce themselves and answer any questions you might have.

Guesstimates are ballpark figures based on your criteria. They don’t require the builder to go away and calculate every material and fitting. Guesstimates don’t usually cost you anything and are generally worthless as no detailed work or planning has begun.

It’s when a free quote is being thrown around and offered to you that you need to be cautious. In most cases, free almost always ends up costing you more.

Creating a detailed (and accurate) quote is a time-consuming process for a builder or remodeler, often taking more than 30 hours to put together.

A quote for your new home involves professional estimators, contacting subcontractors for quotes and creating a lengthy and detailed job schedule. This easily runs up a cost to the builder of several thousand dollars.

It’s for this reason that a full quote from a professional builder should never be free.

*“I realize some clients prefer companies who offer “FREE” estimates. I believe this practice is not ultimately in the best interest of the end consumer. Companies offering “FREE” estimates must sneak the cost of their bid into the back-end of a project for those who end up hiring that “FREE” estimate contractor.*

*I believe it is unfair to tell someone they are getting something for “FREE” while making them pay for both their estimate, and those estimates for folks who never get any work done (Those we mentioned earlier).*

*So, at BTC, we fashioned something better for our potential clients. Even though it might not be a fit for everyone, and that is OK with us. With BTC, our clients know every dollar they spend is going towards excellence, great service and craftsmanship, and ultimately what the client wants and needs!*

## What to have at first On-Site meeting

We also require that owners make a written list of:

- a) Your wishes, dreams, wants, and needs for the project
- b) Along with any existing house plans (if needed)
- c) Past research of materials and showrooms
- d) Experience you may have had with remodeling in the past
- e) All Decision Makers at the 1<sup>st</sup> meeting in person (if possible)
- f) When you would like to have the project completed
- g) Finally, the budget, this is the most important part of any project

At the end of the first appointment, If the project is something that BEST Techs Contracting and the homeowners are interested in moving forward, the next step in the process is for both parties to sign a Design/Feasibility Agreement.

The Design/Feasibility Agreement lays out a payment schedule for the delivery of preliminary plans and/or the cost estimates that go with the project.

BTC points out the benefits of working with a Design/Feasibility Agreement, and the value engineering that our customers will receive by working in this way.

Any successful contractor is not in the business of just giving away “FREE” estimates for price comparisons. This is only doing our construction industry HARM in the long run and puts companies out of business sooner than later.

Could you imagine going to your doctor for a “FREE” check-up? Or having a Lawyer prepare you a “FREE” first day in court? How about knowing that in our industry Architects are paid for their time, and so are Interior Designers. Even the employees behind the desk working at the BIG BOX stores are getting paid to provide you with a “FREE” estimate.



## We, as Home Performance Specialists need to be paid too

Free consulting will not make us a successful company if we are giving our time/knowledge away.

BTC will go through the time and effort of compiling a quote, and then we will want to sit down with our clients to review the proposal and answer any questions they might have.

In providing an estimate to our potential customer, BTC may be doing everything from putting together some initial numbers, to providing some preliminary scope of work.

Let's review what it takes to prepare a proper Firm Price Quotation below:

1. Meeting with the clients
2. Comprehensive wishes, dreams, wants and needs analysis interview
3. Jobsite measurements, video and photographs
4. Preparing conceptual drawings
5. Meeting with clients again
6. Extensive design/floor-plan/product placements consultations
7. Meeting with subs to optimize the design and product placements
8. Revisions as needed to the floor plan
9. Preparing 1/4" drawings
10. Elevations/perspectives, T-24's, structural
11. Meeting with clients again
12. Blueprinting and copies costs
13. Telephone and office expenses
14. Vehicle expenses
15. Paying for all office staff included in the project

## Let me tell you how we work

- Preparing a Firm Price Quotation and any Itemization of any kind takes a lot of work, and we are happy to do it if BTC is paid for that service.
- BTC charges \$150.00 an hour with a minimum of four hours for any service we do.
- Please give us a call today @ (714) 330 – 4500
- Or visit our website and fill out the contact page information @ BestTechsContracting.com

We would love to hear from you and get your project started.

PS – All monies spent on BEST Techs Contracting Design Build Remodel Inc. for their time and effort on compiling a Firm Price Quotation on your project will be transferred over to the cost of your project, unless you do not use us, then simply our time was paid for and your money was well spent on a detailed Proposal and is not refundable.

BEST Techs Contracting  
Design | Build | Remodel Inc.

