



10 ESSENTIAL QUESTIONS TO ASK YOUR NEW CONTRACTOR

EXPERIENCE

- 1) **HOW LONG HAVE THEY BEEN WORKING IN THIS FIELD?**
- 2) **WHAT DO THEY SPECIALIZE IN?**
- 3) **DO THEY HAVE REFERENCES?**
 - Make sure to check them out!

INSURANCE

- 4) **DO THEY HAVE LIABILITY INSURANCE**
- 5) **DO THEY HAVE WORKERS COMPENSATION INSURANCE**
 - Can they show you their documents?

PRICING AND PAYMENT INFORMATION

- 6) **IS THE QUOTE A FIXED PRICE?**
 - Set unit pricing which allows for changed through change orders
- 7) **IS THERE A CLEAR DEFINITION OF THE PRODUCTS BEING USED AND THE PROJECT CONSTRUCTION?**
 - This is critical because some contractors elect not to follow “Industry Standards” resulting in defects and quality control issues.
 - The reduced quality of workmanship means lower prices but remember:

“THE CHEAPEST PRICE IS NOT ALWAYS THE CHEAPEST PRICE”

- 8) **CAN THEY GIVE A CLEAR EXPLANATION OF THE PROCESS?**
 - How long will the project take? Is this a reasonable timeline?
 - Who is responsible for the cleanup after the job is finished?
 - What will the final product look like?
- 9) **WHAT IS INCLUDED IN THE QUOTE PRICE?**
 - A contractor could be \$500 cheaper, but they may have not included sod in the scope of the project to be installed around your beautiful new backyard patio!
 - Overlooking small details can lead to an unexpected increase in costs.
- 10) **WHAT ARE YOUR PAYMENT TERMS?**
 - Do they ask for everything paid in cash? This should raise some red flags.
 - What is the deposit structure?
 - Are they asking for everything upfront, or a percentage to be paid initially and then the rest after the job is done? Never pay the entire amount before the job is done.