



Homeowner's Guide to Choosing a Contractor

**Questions to ask and what to expect
from a consultation**



6 things to consider when choosing a contractor

1. Longevity

How long has the company been in business? A contractor who has established roots is likely to have more credibility than a contractor that is just starting out. You want to know that they have history you can trust.

2. Reviews

How are their online reviews? It is important to do your research on a contractor you may potentially choose. Read client reviews and look at their social medias to see how they interact with their audience.

3. Warranty

What is the warranty offered for the product and service? You need to know what all is included in the warranty, like installation and product, and how long the warranty is.

4. Products

Does the contractor offer the type of product you are wanting? For example, if you know you want wooden replacement windows, you need to choose a contractor who offers that for you.

5. Installers

Does the contractor have their own installers? Installers who have worked with the same contractor for many years are likely to be more reliable than an installer who just started with a contractor.

6. Cost

How much are you looking to pay for your project? If you are wanting the least expensive option, then you can rule out the contractors who are out of your price range. Consider cost of the product and service, installation, and warranty.

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5 questions to ask a contractor during a consultation

☐ 1. How long have they been in business?

Longevity of a contractor is important to determine if they are trustworthy and have credibility. A company that has been locally established for many years allows you to research and read real reviews on their work.

☐ 2. Do they have their own installers, and how long have they worked with them?

Many contractors hire installers from outside companies, and many installers work with a lot of different companies to do a lot of different jobs. Installers who have worked with the same contractor for many years are likely to be more reliable than an installer who just started with a contractor.

☐ 3. What is the warranty?

Defining the warranty and what is included is necessary for any home remodeling project. When some companies say they have a lifetime warranty, they might mean the lifetime of the window which could be only five years.

☐ 4. What is my return-on-investment with the project?

When discussing what the ROI of a project will be, a great company will focus on what you want to get out of the project and how they can help you gain the most. There is no exact number a contractor can give you for an ROI.

☐ 5. What product is right for me?

Whether you are interested in a window, door, siding, or concrete coating project, it is your project. The right company will educate you on all they have to offer and allow you to decide what is best for you with guidance.

If you are forced into a product you are unsure about, that is a red flag on the contractor and can lead to disappointment possible problems in the future.

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What to expect during a consultation

☐ Establish an agenda

We will outline the agenda for the consultation and what to expect from beginning to end.

☐ Assessment of project area

We will walk through the project area with you to assess the size of the project and condition of the current windows, siding, doors, or concrete.

☐ Set your goals

After assessing the project area, it is important to set your goals for your project: what you want to get done and what you are looking for in a service and product.

☐ About Southwest Exteriors

We want you to know all about our company from its history to our principles of how we strive to serve: compassion, craftsmanship, communication, and cleanliness.

☐ Deep dive into products

Next, we will get into the product details for your project. With many design and style options, we want you to be thoroughly educated on all options.

☐ Measurement of project area

Once you have an understanding of your product options, another walkthrough will be performed to take technical measurements of the project area to be able to present you with a price. The condition of the area will also be assessed for any damages that could add to the total cost.

☐ Sample of products

Our design consultants carry a mobile showroom to your home to show you what the product actually looks like, and you can see sample colors, material, and functionality of the product.

☐ Presenting you with a price

The final step of your consultation is to present you with an accurate price of your project. The price offered is good for 90 days and will not change the day of the start of your project.

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to schedule your free consultation.

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windows, siding, doors, and concrete coatings.

