

TOP QUESTIONS FOR *POTENTIAL BUILDERS*

01 WHY SHOULD I HIRE YOU?

02 WHAT IS YOUR FEE STRUCTURE?

03 HOW DO YOUR FEES COMPARE TO OTHER BUILDER'S FEES?

04 WHAT ARE YOUR WEAKNESSES?

05 WHAT MAKES YOU DIFFERENT FROM OTHER BUILDERS IN THIS MARKET?

06 WHAT TYPE OF WARRANTY DO YOU PROVIDE, AND WHAT IS YOUR PHILOSOPHY ON WARRANTY?

07 WHAT WAS YOUR WORST BUILDING EXPERIENCE WITH A HOMEOWNER, AND WHAT DID YOU LEARN FROM IT?

08 HOW LONG HAVE YOU BEEN BUILDING?

09 WHAT IS YOUR EDUCATION?

10 HOW MANY CUSTOM HOMES HAVE YOU BUILT?



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POTENTIAL BUILDERS

11 HOW MANY HOMES WILL YOU HAVE UNDER CONSTRUCTION AT THE TIME MY HOME WILL BE BUILT?

12 HOW DO YOU HANDLE CHANGES?

13 HOW MANY CHANGE ORDERS WOULD YOU CONSIDER AVERAGE IN BUILDING A HOME?

14 CAN I MEET THE PERSON WHO WILL BE RUNNING MY JOB?

15 HOW OFTEN IS THE SUPERINTENDENT ON THE JOB?

16 WHAT WORK DO YOU DO WITH YOUR OWN CREWS, AND WHAT WORK DO YOU SUBCONTRACT OUT?

17 DO YOU HAVE CONTRACTS WITH YOUR SUBCONTRACTORS? CAN I SEE A SAMPLE?

18 CAN YOU PROVIDE US WITH A BANK REFERENCE?

19 CAN YOU PROVIDE US WITH A COPY OF YOUR INSURANCE CERTIFICATE?

20 DO YOU PROVIDE BUILDER'S RISK INSURANCE FOR YOUR CLIENTS?

