

**Homeowner's Guide USA - Science Of 4 Crucial Phases
To Effective Contractor Screening – Part 2**

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PART 2

Science of Resident-Contractor Relations

*References Appear At End Of This Guide

Preview – Brief Rehash

In *Part 1*, we shared information about *Phase 1* of the homeowner's guide *4 Crucial Phases To Effective Contractor Screening*. It offers a reasonably informative glimpse of how vulnerable we can be without adequate *ongoing* as well as *background* information on home contractors.

There was special emphasis on how and why we can greatly benefit using tips offered through *Phase 1*. Fundamental to its rules is for us having an intact system requiring building trades personnel to fill out *job applications*. Further, we learned *Phase 1* presents an especially useful document for this purpose known as the *Service Validation Form*. It is a unique *job application* for contractors. We can use information they enter in this document for legally discovering true extents of their professional legitimacy and competency for delivering on *our nature home projects*.

On Board

The current homeowner's guide, *Part 2* introduces facets of *Phase 2* of the *4 Crucial Phases to Effective Contractor Screening*. Each phase leads into the other for fulfilling our ultimate objective for increasing our personal best in successful resident-contractor relations.

Phase 2 – Learning Parameters for Returned Paperwork

Obviously, *paperwork* related to this personal study is none other than the “*Service Validation Form*.” This special document is nothing without being used. Subsequently, another important factor is for us to have at least some idea as to how to use it as a productive measure against bad decision making.

*The nature of references we require are from those residents (just like us) for whom contractors claim to have done the same or similar work....not references from others which really have no bearing on the nature of project we need accomplished [from *4 Crucial Phases Of Effective Contractor Screening, Phase 2, Learning Parameters for Returned Paperwork, Pg. 2*]

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Phase 2 offers a number of tips we can immediately modify to suit our personal approach. Expressed in yet another way, this phase provides a bases on which we can craft our application process in a manner best suited to *our way* of conducting it. However, it is suggested that it is within the theme of this phase. There are 4 foundational aspects of this theme:

1. Contractor returns form on schedule date 24 hours or more later.
2. Resident examines form for clarity and completeness [standard for acceptable forms is for *all* content to be legible and *all* applicable spaces filled – 100%].
3. Included with the form, residents are advised to require minimum 5 *favorable recent residential references* from private home heads [just like us] for whom contractors have done the *same* or *similar* property work e.g., roof repair and roof replacement are neither same or similar. Roof replacement requires regular on-site crew of 3-4 roofing personnel w/appropriately-sized truck. Roof repair only requires 1 person with an extension ladder and hand truck.
4. When resident judges the returned form legible enough and completely filled out, he/she politely thanks the contractor for dropping it off, then promises to get back to the contractor in a day or so.

The *science* of the approach is to close all doors to making a decision until all information has been thoroughly checked out. This is a much needed *delay* until all facts are in. New vernacular consistent with this still very novel approach: *Validation*. Better yet – *contractor validation*.

The phrase *contractor validation* is equal to *service validation* in that we are checking to know if whether or not the service contractors offer is sound. We have to prove to ourselves by these means to *validate* or *invalidate* the usefulness of the service in relation.

*These standards we have and those we incorporate to conduct our affairs enable us to be better prepared and more successful authorizing contractor support for our home projects. [ref. *4 Crucial Phases Of Effective Contractor Screening, Phase 2, Learning Parameters for Returned Paperwork*, sub. *Reinforcing Our Personal Standards*, Pg. 3]

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Most significantly, to these ends:

1. *We are deeply checking out the contractor's professional credentials to legally work in our county.*
2. *We are making time to legally investigate the contractor's overall rapport with residents – now and in the past.*

In most reported incidences of home fraud, residents neglected enforcing this most pivotal protocol. We did not have or adhere to guidelines for delaying a decision pending outcome of in depth research on those asking to do the work. In short, we did not make adequate time for ourselves to do what was necessary to ensure we were making an *informed* hiring decision.

Classic Example For Not Making Time To Validate

Back in February 2020, a contractor was sentenced to 8 years in prison for scandalizing multiple individuals out of a cumulative \$5M. Her victims were not only residents her company did work for, but as much, those who only knew her by association. What is unique to the situation is that this person operated a legitimate *property management* company. However, the nature of this *property management* did not entail legal authorization for soliciting *venture capital* i.e. money invested in businesses believed to have very high probability for us earning a sizable profit.

For example, a person we have reasonable rapport with has a company: *My Property Management*. In our state, it is legally recognized. One day, this individual we like so much wants to know if we are okay with what we are earning.

We ask “*Why?*” He tells us that his company also offers investment opportunities for earning residual cash. Although we are initially attracted by the prospect, we pretend we are not interested since we are doing quite well with earnings we receive. But deep down inside we are really curious as to how we can possibly earn extra money through his company.

As Time Passes – [Continuation]

As time passes and certain cash shortfalls occur, we consider over and over again his offer. We begin to ask more questions the next time we see him. After all, he does run a business which specializes in property. The kind gentleman explains quite simply that his management firm also works with residential owners who have ongoing property rehab projects. They need help completing them.

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He convinces us that in the long run we can benefit from *the annuities* [annual earned profit] without lifting a finger. Better yet, we would receive them year-after-year for as long as the property we select stands.

This contractor is such an amiable personality. We trust him but somehow it is hard for us to believe his company can do that for us. Humbly, we decline. Why? We need more information. Great! He is as bubbly and congenial as usual. But brandishes *that look* suggesting we really have no idea of what we are missing. Eventually, we think: *Okay. If what he says is true, we need proof.*

He provides it. We check with his references in regard to these properties yielding income. We make calls using numbers investors consented for him to provide to prove his claims. We learn they have received *early payments* toward their annuities from investing in properties which completed rehabilitation and those still in progress. Sold!

Back To Contractor Sentenced To 8 Years

This story is an approximation to how the contractor sentenced in February 2020 was able to deceive individuals who believed in his company's ability to deliver. The bombshell, however, is that the *property management* for which her company was legally authorized entailed, exclusively, general home repair and maintenance. As mentioned earlier in this guide: It was a regular contracting service without credentials for offering *venture capital* services.

Apparently, she was able to get away with it for an extensive period of time in this way: *use of a small percentage of money from newest accounts disguised as payments on investments made to older accounts.* But how would those with older accounts know the payments they received *were not* from the properties they invested in? Who could be privy to the fact that they received, instead, stolen proceeds siphoned from accounts of newer clients?

It is not likely that any of those who succumbed to the roguishness of this particular building trades person investigated the validity of her practice in the realm of *venture capital*. Had any done so, they would have learned that this person, so well liked, visibly very beautiful, and intellectually sharp, was morally corrupt. She used the *lion's share* of investment funds for personal use.

The Irony

What is so ironic here is that deviant home contractors meet the description. We invest our hard-earned funds to reap the benefit of professional services towards our home projects. Instead of using our money for the intended result, they use most [if not all] for personal aggrandizement. This is who they are and what they do.

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Subsequently, *Phase 2* can be immensely inspirational towards our drastically reducing [if not eliminating] the prospect of our hiring these grisly types.

*A great comparison for us to the system is something as elementary as a bicycle. By itself, that is all it is. In order for it to be useful to us, it is important that it is in ride-able condition. If it is not, but we need it to be, depending on our level of familiarity, we work on it until it is suitable enough for us to ride. But we have to know how. If we do not and we really want to learn, we will. [*4 Crucial Phases To Effective Contractor Screening, Phase 2, Learning Parameters for Returned Paperwork*, sub. *The System “Perfect Enough,”* Pg. 3]

Notes-Excerpts From Phase 2

For deeper comprehension of the usefulness of this phase, it may be important for us to note that it is not dissociated from *Phase 1*. Instead, it is a progression of what was begun at that point for implementing the *application process*.

Better still, when considering *Phase 2*, it is only a continuation of our steps toward the final destination. It can be compared to walking in a preconceived direction toward a *prize*. In this case, the *prize* is making an informed decision about contractor candidates. In order to claim it, one step follows the other. Each is an obvious phase of forward mobility. Each step gets us closer to the *prize*.

In *Phase 1*, the application process is set in motion. *Phase 2* is engineered to support intended effectiveness of *Phase 1*. Likewise *Phase 3* in relation to *Phase 4*. Each phase is fashioned in such a way as to fulfill our ultimate objective for using application process: *safer and wiser hiring choices*.

Here is a brief preview of some headings and key explanations of *Phase 2, Learning Parameters For Returned Paperwork*: heading and key explanations:

- *Residential References In Relation To The Form*

This is also a very significant part of the system. The system does not only require contractor candidates to fill out our screening documents clearly and completely, but also requires them to submit these WITH residential references from five different residents for whom the contractor claims to have done the same or similar work.

- *Contractor Returns The Form*

All seems to be in order. But according to our system, it is recommended that we do not settle for this alone as a basis for our decision. Instead, we can kindly thank him for dropping off the information, and promise to get back to him on the following day or at some later time.

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But, what if he is short on the entries? What if the form is not completely filled out? Or what if he is unable to produce the five (5) recent residential references? Maybe the other contractors can. Why not wait until all the other contractors return their forms along with their references?

Looking Ahead To Phase 3

In our third crucial phase of this tricky business of contractor validations “*The Necessity Of Delay Pending Full Research*,” it can be exceptionally advantageous for us to be especially attentive to validating all information contractors entered in our screening documents along with all five (5) residential references for whom contractors claim to have recently done the same or similar work.

Although contractors are not employees, they are nonetheless expected to be honest, courteous, trustworthy, and productive within expectations. Hence, the most successful businesses have a reliable screening process. That normally requires quite a bit longer than 48 hours. Invariably, our responsibilities for effectively managing and operating the business of the home should be no different. Contractors must fill out the paperwork. The paperwork must be “run.” We must know whom and what they are, and if whether or not they are worth it. Bottom line.

*Our homes are *social business operations*. As with commercial establishments, we have standards towards the smooth operations within the home setting. These standards are otherwise known as *house rules*. The main priority is for our home to be as comfortable and convenient-living as possible. That is the major *social business* of home. The most successful home is the most successfully managed. Let us manage well.

*End Of Notes-Excerpts From Phase 2

Summary

1. There is no doubt that our expectation for hiring only the best cannot be understated. We do not have to be rich to benefit from their services. Most offer easy-payment plans. This is mentioned since we can easily skip the application process when approached by building trades persons [such as home improvement contractors] who offer lower bids.

Unfortunately, hiring without fully investigating contractors’ ongoing and past productivity can prove to be greatly more expensive – especially in the *short-run*. To illustrate, many of us can easily afford a \$1500 vehicle. But it is apparent that in the majority of cases, it turns out to be a lot more expensive before we are forced to have it towed to the junkyard. A *lemon*. Lots of contractors who offer lowest rates often turn out to be *lemons*, also.

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They do not perform well. Eventually, they become a lot more expensive whether by skipping off with our money or creating other discomfort in our lives.

Finally, through enhancing our house rules for using the application process offered through the “4 Crucial Phases to Effective Contractor Screening,” we can greatly increase our abilities towards making the safest decisions. Differently conveyed, we can be better enabled to see contractor candidates for whom and what they truly are. This nature of home safety protocol can also be defined as a *diagnostic approach* to hiring.

HOME IS THE BEST WONDER OF THE WORLD!

**Edited with special assistance from D. Madden*

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Helpful References

PHASE 2

In Part 1 of this series “Science of 4 Crucial Phases to Effective Contractor Screening,” we learned that *Phase 1* is a forward step towards crafting a more refined system for hiring contractors. It can also help prepare us for a better understanding of this next step: *Phase 2 – Learning Parameters for Returned Paperwork*. This step entails satisfaction of contractors:

- * returning their applications on an agreed upon date, 24 hours or later. (*Phase 1* introduces this special contractor’s application-for-work known as the “Service Validation Form.” There is a link provided below which details this vital document).

- * All spaces in application given to contractors (an element of *Phase 1*) being accurately filled in and legible.

- * submitting at the time required 5 favorable references from residents which contractors claim to have done same or similar work.

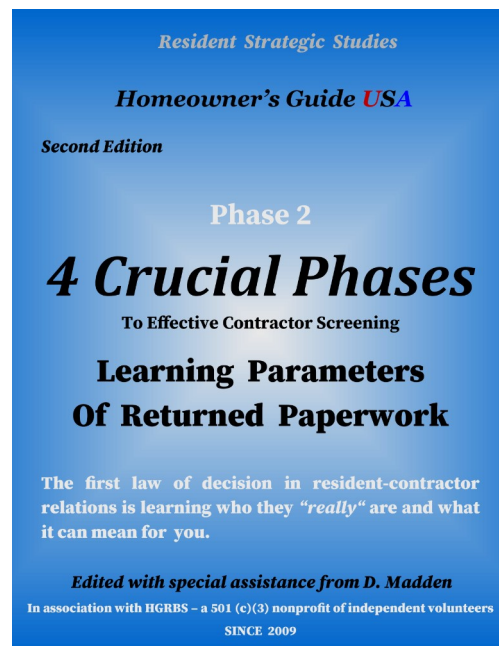
Our most useful approach to implementing the application process entails also learning how to use guidelines offered in *Phase 2*. These are specifically designed as usable ideas for protecting ourselves from being duped into making hiring decision without contractor candidates fulfilling the terms as outlined in *Phase 1*.

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Bluntly, without those tradespersons first meeting all recommendations of the first phase, there may be no reasonable point in going any farther with the second phase. Unless contractors have complied fully with all information which is suggested we have to enable us to thoroughly check them out, we may not, in good conscious, feel the need for rendering them any further consideration. We can, instead, go straight to *Phase 4: Moment of Decision* a.k.a. final decision.

Phase 2: Learning Parameters For Returning Paperwork



ACCESS

Backup Link For Phase 2

<https://www.americanprivatehomefront-hgrbs.com/4-crucial-phases-to-effective-contractor-screening.php>

Five-Million-Dollar Contractor Gets 8-Year Prison Sentence

<https://www.usnews.com/news/best-states/rhode-island/articles/2020-02-06/feds-seek-harsh-sentence-for-woman-who-stole-5m>

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