

**Homeowner's Guide USA - Science Of 4 Crucial Phases  
To Effective Contractor Screening – Part 3**

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**PART 3**

**Science of Resident-Contractor Relations**

\*References Appear At End Of This Guide

**Preview**

In *Part 2* of this series “*Science of the 4 Crucial Phases to Effective Contractor Screening,*” there was further emphasis about the second phase of the application process e.g. *Phase 2, Learning Parameters for Returned Paperwork.*

As we may recall, the document suggested for use is the “*Service Validation Form.*” In more familiar terms: *job application.* Yet for our purposes, it can suffice to refer to it as simply: *application.* It is unique for offering *to unknown* building trades personnel (as contractors). Such persons are those who have not worked in our area long enough for us to know they can deliver on home projects *we* have in mind.

**An Illustration**

For example, a tropical storm just blew through our neighborhood. In the process, it whirled so much debris that there was no avoiding several of our windows being smashed. We want to get them replaced as soon as possible. But we are at an impasse. Most the best contractors we know, are now inundated with calls for window-replacement. Bluntly, they are too busy to help at this time. However, we get a knock on the door from an unknown building trades person. He offers to replace our windows at a discounted rate. When? As soon as possible.

Although we prefer someone we are familiar with, as it stands, none are available – but this one is. What should we do? Should we wait until there is someone who normally operates in our community to handle this? Or should we listen more to this individual we scarcely know anything about? Can he be trusted? We are under pressure due to the urgency for having our windows replaced.

It is during times like these when we are at higher risk for deciding too quickly. Likewise, it is during these occasions of heightened anxiety when dishonest contractors have their greatest advantage.

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Nevertheless, one of the surest ways for us to lower the risk for hiring too soon (and related ramifications) is for us to have an intact *barrier*. One of the most reliable among protective safeguards: an *application process*.

### **Brief Rehash**

Before going on to consider the value of *Phase 3* in relation to other phases for best possible impact towards safer hiring, it can be useful to remember:

- a. *Phases 1 – 4* are complementary i.e., each is part of a single non-traditional *application process* engineered to support our potential for making most reasonable hiring decisions.
- b. *Phase 1* is implemented upon presentation of our application to unknown contractor candidates. There are conditions for them to take it with them for filling out. Other suggested standards are for them to return it after 24 hours or at some later *scheduled* day and time. Five (5) residential references included.
- c. *Phase 2* is when contractors return the application as scheduled. There are conditions for this, as well. Among these: completely filled out and legible with five (5) residential references.

Notice that both *Phase 1 and 2* mandate delay in making a decision. The first pause is enforced to literally shutdown impulsive decision making. Our reason: initial feelings are insubstantial since they rarely tell us what we need to know about those we may entrust our homes to. The second pause (*Phase 2*), repeats turning off the inclination to speed our decision.

Instead, we again send contractors away. We need adequate time to conduct a deep reputation check on them. Of course, this is conditioned on if whether or not they have met other preconditions related to this second phase.

### **Phase 3 – Necessity Of Delay Pending Full Research**

Twice we have declined decision. Equally, we have enforced a most essential portion of our objective: to put off making a decision until *all the facts are in*. In other words, our application process is *ongoing*. Now it has become increasingly vital for us to complete what we have started.

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It may also be critical to observe that once we have initiated *Phase 1*, the rest is easier adjusting to. The wheel is at that point set in motion towards our ultimate objective: *making a reasonably wise decision*. When we decide to set it in motion, it is no longer something recommended by someone else, it becomes a personal priority.

### Emphasis

A great experiential comparison the determined predisposition just conveyed, is taking the wheel of a new motor vehicle. The older one has worked well for us. But this newer edition has features which makes driving even more fantastic. In fact, we have only to say “*Destination – Salt Lake City - Utah*” and the map of it pops on screen. The arrow indicates where we are and how to get to the nearest freeway leading there. This feature also produces, on-command, local maps to playhouses, restaurants, best parks, etc... - anywhere in the United States! Needless to say, we would not require much prompting to *own* this vehicle. But it is hardly likely we will have known how well it drove without first setting it in motion. Regardless of anything the sales staff at the auto dealership said, it was basically moot until after we revved it up and took it out for a trial run.

In short, when we conscientiously use *Phase 1* of our application process towards improving our decision making in contractor hiring, it can be like hopping into a new vehicle with better features.

Subsequently, once we discover the benefits of being firm enough to decline decision making at *Phase 1*, it would be that much more rewarding repeating for *Phase 2*. Each phase brings us closer to making the most reasonable decision in the best interests of our household. That is more than enough to propel us towards seeing this through to the end.

### Pre-screening Values

Additionally, when we think in terms of successfully implementing *Phases 1-3*, we may not readily know there is also an underlying function: each is a process for *pre-screening contractor willingness to follow our directions*. But it's not likely that our typical contractor would know that. Part of our job is being as inconspicuous as we possibly can about that.

A pre-screening of *contractor willingness to follow our directions*? Yes. *Phases 1-3*.

Here are a few things we may seriously consider about the first three phases:

- a. *Phase 1*. When we explain to the contractor that a *condition* we have around our home for hiring buildings trades persons is for them to fill out an application, the one who declines is most apt to be not what we need.

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The reason is that the person has apparently went *tone deaf* to the fact that this is *our requirement*. This symbolizes an unwillingness to cooperate. In more forward language – it hints at an over-indulgence with doing things his/her *own way*. We can also consider the fact that of all standards we have, most paramount is for the person we hire to be responsive to our wishes. Yet, from the onset, this person displays a basic tendency towards downplaying our authority for his/her personal convenience. Can we use a contractor like this?

*Scenario:* Consider the online job application process. If we are job hunting online and there is an application for us to fill in, will we refuse? Will we, instead, decide to enter in the top line “*No need to. I’m what you’re looking for. Give me the job!*”(?) Will we get it? Whether online or in real-time, an intact application mandate is to be *honored* as a condition for being considered for available work.

Our hiring standards for contractors who are not well known for related work in our neighborhood, are no exception. Incorporating the application process to our house rules is an effective measure for deflecting undesirables *at the gate*. This is especially useful for declining those who sheepishly attempt circumventing our hiring protocol through suggesting they are above being checked out.

b. *Phase 2.* Let us suppose a contractor respects our wishes for filling out our application (Service Validation Form) away from the property. This person returns it but it is scarcely readable. Or, there are gaps? What if the five (5) favorable residential references are not presented at that scheduled time? Any or all is a serious issue. They indicate a lack of time and professional attention devoted to necessary details we expected the contractor to have when he/she returned at the mutually agreed on time. Granted, this project for gathering and submitting information we required was *much smaller* than those we need addressed on our property. The contractor, for any number of reasons, failed to do even this right. It is always our prerogative to decide how we are going to manage a situation when a contractor, literally, flunked the first assignment. There is much more at stake.

c. *Phase 3.* Is the final step in the pre-screening process. It is the most intense aspect since, now, it is time to validate or invalidate information contractor has entered in the *Service Validation Form*. When we are through conducting a thorough reputation check on each contractor, confirming or denying information provided in our special application, we will discover the truth. Likewise, after we have put in a good effort to connect with the residential references.

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### Notes-Excerpts From Phase 3

\*There is no doubt that among the toughest aspects of planning involve *determination* and *ability* to make it work. It does not matter how well we plot out our course of action, that alone is never good enough unless we *force* its materialization.

We can plan a picnic by a nearby lake when weather conditions are most suited for it. But when the weather we hoped for is upon us, it does not matter much if we have all the food, blankets, and other amenities at-the-ready, if we do not do what is required to get there, the plan is spoiled. All our preparations for this special occasion are nullified.

For many private home heads, each home project is a *special occasion*. Likewise is hiring an honest and competent contractor to help out in this area. When we decide to incorporate a home policy for ensuring we make most reasonable hiring decisions, we expect it to work accordingly. Yet, as in any well-made plan, its value is only as good as the actions we take towards its fruition.

\*A while back, Tony Robbins, one of the most prominent strategists in basic principles of accomplishment in our lives, released a video: “*Action Is The Key To Everything.*” [see *Helpful References* at bottom of this guide]. In it, he explains in less than two minutes deep facts about why we can be so driven by our dreams for accomplishment in the beginning, but when it is time for execution, many falter. One major reason is that we can be held back by a by our fears of not *really* being capable or deserving of what we initially set out to achieve. Please review “*Action Is The Key To Everything.*”

\*Our action is also *key* to going beyond temptation we may have to *abort* the necessary deep reputation check on unknown contractors. *Phase 3*, can be toughest of the previous two (Phases 1-2). But sometimes the toughest decisions we have to make challenges our comfort zone. One description of that our pursuit of an atmosphere wherein we can experience the least *immediate* discomfort. We may feel less uneasy foregoing this third crucial step, preferring to blindly trust someone we have not checked out. Surely, an easy way out of a tough decision. However, it can be useful to be reminded that most residents reportedly victimized in this realm of home services – did the same thing. Undoubtedly, a line must be drawn somewhere. We have to draw our own: turn a blind eye or use *both* to clearly see who this person really is - to residents.

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\*Fundamentally, Phase 3 entails actually commencing validations according to plan. Here is where we may want to come to terms with ourselves on implementation: Are we “fearing the worst” if we actually do what we have studied so earnestly for? Are we sincerely ready, willing, and able to thoroughly validate each contractor who turns in a completed screening form along with the minimum five (5) residential references? Are we “fearing the worst” if we did not? For sure “fear” plays a key role in this, as well! [*4 Crucial Phases to Effective Contractor Screening*, sub. “*When It’s Time To Validate – VALIDATE!*,” Pg. 7]

\*Is it better to be disappointed, in advance, knowing the contractors have lied to us? Or to be disappointed, later on, when we cannot reach the contractor who just stole our money! Undoubtedly, we may want to weigh the balance. Which would truly balance out to be most favorable to our expectations?: Being disappointed about learning the truth AFTER we have been bamboozled? Or being disappointed about learning the truth IN ADVANCE which enables us to PREVENT it? [*4 Crucial Phases to Effective Contractor Screening*, sub. “*When It’s Time To Validate – VALIDATE!*,” Pg. 7]

End of Notes-Excerpts from Phase 3

### **Comparative Analogy: The Librarian In The Old Library**

In *Part 2* of this series “*Science of 4 Crucial Phases to Effective Contractor Screening*,” we focused again on how significant each phase (1-4) is to the other. This can be simply emphasized using the familiar analogy of climbing a ladder. Although it can be done skipping a couple rungs, even that entails taking a *first step*. One step after the other until we are at the ideal height. Once there, we proceed to fulfill the reason for the climb.

Let us imagine we our librarians in an old library with towering shelves. There are reference books just in which we need to access. In order to get to them, we must use the ladder. One book of particular interest contains rare money-saving secrets. We know exactly what we are searching for since we have it written down. But what if, upon locating this reading material, we suddenly have second thoughts? We decline opening it since we think it may be another disappointment? End of story. But what if, upon locating this reading material, we suddenly have second thoughts? We decline opening it since we think it may be another disappointment? End of story.

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**Summary**

We can have an identical experience during *Phase 3 – Necessity Of Delay Pending Full Research* . After we have successfully accomplished the first two phases (1-2), we can *freeze*. We may be too concerned about being disappointed over what we may find. A great panacea for not canceling this very important stage is to say something like:

*“I’m too close to back down now! VALIDATE!”*

Then do it as carefully and thoroughly as we possibly can. Complete what we have set out to do. We must get to the final phase! In the meantime, there is our continued necessity to delay decision pending results of our findings.

Once again, as mentioned in previous HGRBS homeowners’ guide: *We are our first line of defense*. Decisions we make reverberate throughout our household. In this view, when we are considering contractor assist on our property, we may also want to think about what impact our decisions can and will have on everyone else.

We can make the best anti-fraud preparations in the world, but when there is no action consistent with enforcing them, what good are they? Consequently, we may want to commence learning what we must toward the sanctity of our home. We are moving forward using our own flair of preventative technique offered via *Phase 3*.

**HOME IS THE BEST WONDER OF THE WORLD!**

*\*Edited with special assistance from D. Madden*

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***PLEASE REVIEW “Helpful References” section below.***

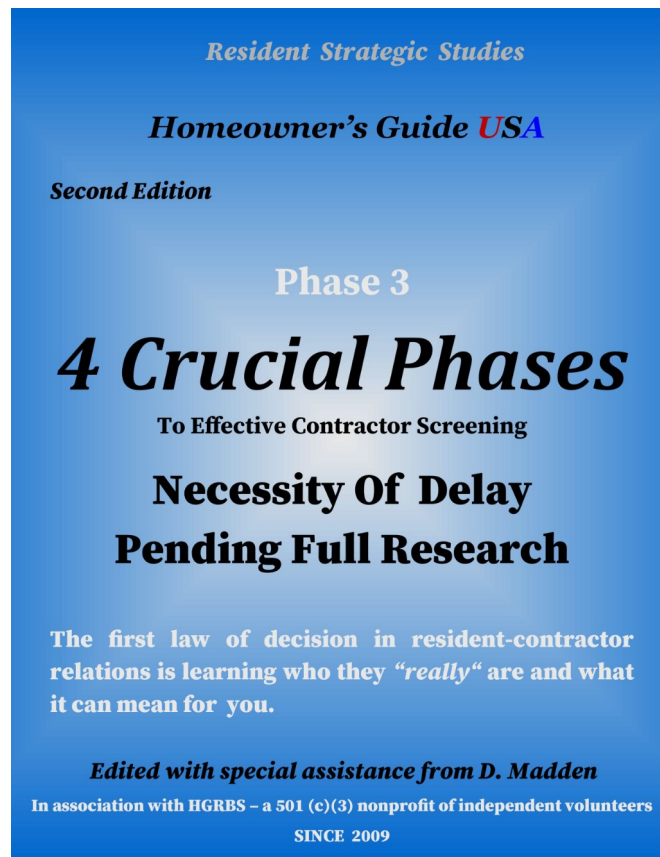
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***Helpful References***

**Action Is Key To Everything – Tony Robbins**

[https://youtu.be/\\_yDjjOaGHE](https://youtu.be/_yDjjOaGHE)

**PHASE 3 – Necessity Of Delay Pending Full Research**



**[ACCESS](#)**

**Backup Link For Phase 3 Homeowner's Guide**

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

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