

## 4 Crucial Phases To Effective Contractor Screening

### PHASE 4

#### Making The Safest-Wisest DECISION

[“Home Service Validation System”]

*Second Edition*

### *Phase 4 – Making The Safest-Wisest DECISION*

#### Preview

The research is over. Now, let us simplify things a bit by focusing on just one contractor. You have checked out all information one contractor entered in the application [*Service Validation Form*], including the five (5) recent residential references - but there are a few gaps. That is probably not what we would favor. The reason is that gaps normally indicate trouble. Missing information typically signifies *something is not quite right*. In that moment, we may want to step to the plate and make the call.

Succinctly, if our standard for an acceptable candidate is 100% validated information, but our research only yields a 90% return, it would seem that we would defeat the purpose of our precautionary measures if we settled for that 10% shortfall. Yet, on the individual premise, *we each breathe our own air*. It is what the air quality is for each of us in these matters which is most significant in the decision making process. Each situation has its own nuances which make allowance for justifiable levels of tolerance, intolerance, acceptance, or rejection of contractor candidates.

#### What Is Our Verdict?

We have accomplished all required research according to plan (whether personally or by delegation). What is our verdict? Let us say we gave applications to five (5) separate contractors to fill out. We discovered, in each case, some information did not check out. One entered a contractor’s license number which was expired. Another used a similar name of another company and used its contractor license number as his/hers. Yet, another used a false address for the office this person worked from. We also discovered discrepancies with information entered by the remaining two. What do we do? We *have* to pick someone. But, maybe none of these. Their information is literally incomplete. Colloquially speaking, *spotty*.

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Frankly, there is no sensible explanation for credible building tradesmen/women, with impeccable consumer reputations, delivering *spotty* information. But, in circumstances such as these, this is *exactly* what has been handed to us. It indicates that if any were given the exceedingly more critical challenge of our home projects, the end result could be pretty much the same.

\*Best recommendation: decline service. We do not owe much more than:

*"We've decided to go with someone else."*

That is the general idea of what can be said to each of them. We are not obligated to say much more since there is truly no longer a reason. The "someone else" is entirely our business – whether current or forthcoming.

Our property. Our prerogative. Nevertheless, if we are apologetic, that is completely up to us. However, that nature of *emotionalism* can open the door to time-consuming contractors' *whining* in any number of ways. If we have time for listening, that is entirely our business. Yet, is there really anything else for us to say? Allegorically speaking, we are *the bank*. It is closed. Our decision is towards the *well-being* of our entire household. We arrived at it because dishonest building trades personnel are potential undesirable threats. They should be the ones to say *"I'm sorry."* [not that we should demand this of them, of course]

#### Reasons For Decline

Did they all lie about a couple things? Did one of the residential references move? Were any of their credentials unverified or unverifiable? Hypothetically, maybe we can begin with the one which has the most obvious lies. One contractor says he is licensed. In our *validation* efforts, we noted that not only was he NOT LICENSED, but the business address he entered was not his.

In yet another, we found that the contractor who said he was *bonded* and *insured*, was indeed *bonded* and *insured*, but only one of his references checked out, and the project had nothing to do with we have lined up.

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Turns out that all the contractors were not honest about one thing or another. Although we may have been able to *validate* some things, there were others which we were unable to. They were either misrepresentations of the truth or undeterminable. In this case, we can ask ourselves:

*"How is it that all five contractors' submitted tacky information?"*

Our obvious answer:

*"They weren't 'refined' to begin with!"*

But how could we have possibly known judging solely on the basis of their presentations or appearance? Or, how will we have discovered whom and what they *really* were had we not done our homework? To our dismay, we learned that even the one we had the most promising *gut feelings* about was a documented residential swindler. Of course, even here, we were momentarily deluded by the image this individual wanted us to see.

But this deception was only tantamount to the modus operandi of detrimental contractor candidates across the U.S.: intentionally conducting themselves so as to appear exceptionally reputable, experienced, and *well-loved*. This is undeniably the secret to bad people in the building trades successfully gaining the trust and devotion of an undetermined number of targeted residents. Once convinced, we become victims.

#### **Examining The Situation**

When we stand back to really examine the situation, at some point or another, we can amaze ourselves. We will arrive at the realization that through incorporating an application process as part of our *house rules*, we have perfected it to the point of sparing ourselves, families, homes, and finances from being squandered by misfits. However, in the meantime, after we have declined services of those we discovered were corrupt, our projects remain undone. We still need qualified and cleared contractors to perform them. Subsequently, we can tenaciously begin the scouting and selection process again. We use the system again. The more we use it, the better we can get it to work for us towards making more informed decisions for only the best.

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#### **Door-to-Door – Usually Not Best**

Since we are in the market for only the best contractors, it is scarcely likely that any knocking on our door will fit that distinction. Private home heads most experienced in resident contractor relations know that. This is the reason we experience little to no home fraud. Many have learned the hard way. Among these – victims of fraud. Some were deceived multiple times before they wised up to develop personalized systems for choosing only the best. Of course, we may not have necessarily resorted to the *4 Crucial Phases*. Yet, even those of us can learn a *thing or two* from it to enhance technique.

Nevertheless, homeowners who are best at hiring the most credible building tradesmen/women in home improvement, have one thing (of a few) in common: we will not hire unless contractors are *first* thoroughly validated as being true to their word. We personally conduct the search – or delegate.

We have learned that, for example, an unknown contractor knocking on the door offering roofing or window replacement services is very probably a *vulture*. We decline service. When these contractors return, we have honed a way for discouraging them from doing it again.

\*Most contractors who knock on our door looking for work DO NOT have *all the paperwork in order*. Most sales personnel/ reps for contract firms who knock on our door, apparently work for illicit parasitic operations.

These *inside* tips can be especially invaluable for those of us who are moving into a new home in another neighborhood, or have been in the neighborhood a while but have not found a need for one – until lately.

\**Careful who we invite to our home. They may not be whom or what they profess.*

#### **Our State Of Mind: Bottom Line**

It all boils down to our state of mind. This gives rise to the fact that unless we conscientiously *train* our minds to be ready to do whatever is necessary to implement the safest possible hiring protocol, what we learn in this 4-phase series is useless. The bottom line is that there is a correlation between *thinking improvement* and *home improvement*.

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We can tell ourselves we are engaged with this study of the 4-phase system for tips on improving our contractor hiring priorities. However, unless we modify our thinking to the point of being set to *implement at will*, probability for this personal investment of our time being of significant worth, can be very low. As so many success speakers continually insist: "take action!"

It is highly implausible for us to improve our chances for better results on our contractor-related home projects when we neglect correlational enhancement of our *actions consistent with our thinking*.

The system offers a way for us to develop the best possible protocol for doing the right thing, at the right time, each time. We can start by making the decision for incorporating it into our *house rules*. It can become our home standard for hiring contractors. This is especially so for validating the services of those building tradespersons who are not established in the neighborhood for the skills and reliability they claim to have.

#### Summary

In closing, let us do one final summary (with add-ins) of all crucial phases:

**Phase 1. The Application and References.** It is perhaps best to stay focused on brevity. After we have offered building trades personnel the application along with the page of instructions, we need only to request the favorable references in conjunction.

These are suggested to be from residents of our community for whom contractors claim to have accomplished the *same* or *similar* work. We need the references from our neighborhood. If contractors are as experienced doing great work in it, there would be comparable results and comments when we ask the neighbors. In the process, we can observe the work and form our own opinion of contractors' value. Of course, if contractors are doubtful about getting the required references because their clients are very *private*, contractors can ask for their permission to share their related information for us to drop by or call. Reason has it that if someone really does great work for us, it is highly unlikely we will decline sharing and proving that information as an added measure of appreciation for the great services they delivered.

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In an age of iPhones, cell phones, and other means of travel where we live, personally hearing the voices of satisfied customers, and evidencing results, should be no challenge – unless questionable contractors make it one.

**Phase 2. The Return.** Here is when the unknown contractors return the application completely filled out and legible. Included with this are required residential references. We can then graciously thank them for dropping them off. But we may want to avoid the small talk. We can then let them know *we will get back* to them with our decision. That may be on the following day, or on another specified later day and time.

**Phase 3. We have the information!** Why have we collected it? Let us therefore implement the process. It is advisable that we waste no time personally doing all validations ourselves or delegating them to trusted and capable relatives, friends, or associates. Everything must be legally validated, including anything each contractor said which may not necessarily be in writing.

**Phase 4. We have our results in hand!** At this point, we will make our best decisions. They will entail *hiring, declining, or banning* each contractor according to our findings. For us, this can be a working system. Yet as we have considered earlier, in order to get any practical system to work in our favor, it is immensely important to do what is necessary to that effect. No system works for us without our personal involvement. Subsequently, we find it imperative for us to do what is necessary to *make it work* for us. This principle is just as valid when it comes to using our application process. VALDATE!

This ends our series for mastering the **4 Crucial Phases To Effective Contractor Screening!** Review each phase regularly. Customize. Enforce. Make it happen!

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

*Edited with special assistance from D. Madden*

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## HELPFUL REFERENCES

### THE APPLICATION

<b>Mandatory Contractor Application</b>	<b>Page 1 of 2</b>	
<b>Note: Contractor Is Required To Complete This Application Off-Premises And To Return It On Mutually Agreed Date And Time.</b>		
<b>SERVICE VALIDATION APPLICATION</b>		
<b>All Information Must Be VALIDATED Prior To Further Project Discussion</b>		
1. Date _____	2. County Work Is To Be Performed _____	
3. Contractor's License/Registration# _____	4. Issuing County _____	
5. Issuing State _____	6. Date Issued _____	7. Date Expires _____
8. Full Name of Contract Firm/Contractor _____		
9. County _____	10. Address _____	
11. City _____	12. State _____	Zip Code _____
14. (In this document the term "Contractor" "Principal" or the phrase "Principal Contractor" refers to perso who is authorized to bid for this work and to take full responsibility for commencing, performing, and completing specific to expectations of homeowner or duly authorized tenant, and to be held liable for any resulting damages or unauthorized expenditures relative to the same).		
15. Principal's Legal Name _____ (whether Self or Contract Firm)		
16. Position with Contract Firm _____		17. Bond Company: _____
18. Principal's Landline Area Code & Phone# ( ) _____ ext. _____		
19. Principle's Wireless Area Code & Phone# ( ) _____ ext. _____		
20. Firm's E-mail _____		
21. Work Sought (Please, clearly specify) : _____		
<hr/> <hr/>		
<b>Below Section Completed ONLY After This Application Is Returned Properly Filled In By Contractor</b>		
By signing this document, I, the Principal/Lead/General Contractor, gives the undersigned resident my full authorization to contact government agencies, related personal references, and other sources to verify any and all information I have entered here or have otherwise conveyed to undersigned resident.		
Principal's Signature _____		
Resident's Signature _____		

<https://www.americanprivatehomefront-hgrbs.com/service-validation-form.php>

In matters of contract-related home maintenance and improvement, the *Service Validation Form* (application) is among the most crucial tools for us to use. This is the application (Page 1 of 2) which we physically hand to contractor candidates along with a numeric instruction sheet (Page 2 of 2) for filling it out.

It is recommended that we physically hand this form to contractors to fill out ELSEWHERE, then to return it 100% completed with a MINIMUM of five (5) recent residential references from the neighborhood for whom contractor candidates claim to have done the same or similar work.

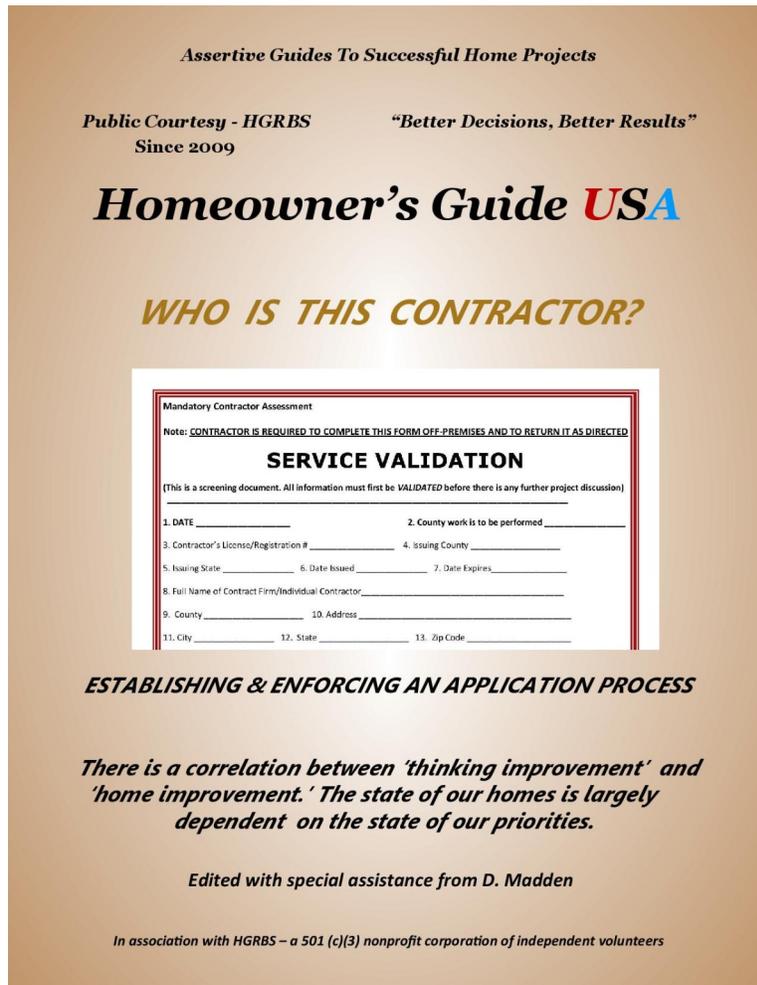
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## Who Is This Contractor?



<https://www.hgrbs-flagship.com/Who-Is-This-Contractor.php>

*Who Is this Contractor?* is the primary homeowner's guide since all others in the HGRBS catalog centers around its theme. This is the foremost question in resident-contractor relations to reasonably answer before making a hiring decision. All guides offered by the nonprofit inspires us to invest time to know.

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## SERVICE BOOKLET

[American Homeowner's Fast Track To Best Contractors]

### *American Homeowner's Fast Track to Best Contractors!*



*This written tutorial is sponsored in association with HGRBS as a private service contribution to the amazing efforts of Alaska private home decision makers towards locating, selecting, and hiring the best contractors for the best results in matters of home maintenance and improvement.*

*It all begins with making the right decisions. We are better prepared to make the right decisions when we have all the right information about the people we hope to entrust our precious home projects to. This is about doing all the right things to that effect ... .. and more!*

Courtesy HGRBS [a 501 (c) (3) non-profit corporation/ministry of independent volunteers]

<https://www.american-homeowners-fast-track.org/service-booklet.php>

The *Service Booklet* is the alternate name for the “Homeowner’s Fast Track ...” homeowner’s guide. It is a useful tool for contractor lookup. It also offers quite a few pointers for making reasonable hiring decisions. There is a customized *Service Booklet* for each of the 50 states, including Washington DC.

[Public Courtesy - HGRBS®](#)