

Turning your  
house into  
your dream  
home

Vol. 1, #4

# DOING IT RIGHT

*With help from D4 Construction*

## Quality Or Discount Saving Money & The Lowest Price

We all tend to look for the lowest price. Whether it's for the every day things of life or a new car. But, as many of us have experienced, the least expensive is not necessarily the best choice.



*Don't let cost  
be your only  
determining  
factor.*

## Getting What You Pay For

At one time or another we've all quoted the saying "you get what you pay for". This proverb holds true in most areas of our lives including remodeling.

Imagine that you want to build a rental suite in your basement. You seek out four contractors and receive three estimates in the \$18,000 - \$22,000 range and one in the low \$10,000. Your eyes light up. Just think of how much money you could save.

Or would you?

The lower priced quote may be tempting, but often an unusually low bid is cause for alarm. You just may have found a contractor who:

1. Doesn't fully understand the scope of your project.
2. Is inexperienced.
3. Underestimates the amount of time it will take him to complete your job.

4. Cuts corners by using inferior, standard materials and/or inexperienced, low-paid help.

It's highly unlikely that all three of the higher bid contractors were simply tacking on extra costs.

## Cost Plus

Another reason may be the dreaded "Cost Plus". Make sure to find out exactly what's included in that low bid. What quality materials will they use? What corners are they cutting? Are their employees trained? Do they employ "cost plus" pricing? As a consumer you have the right to receive satisfactory answers to each of these questions.

## Avoid This Mistake

One common mistake many have lived to regret is hiring a friend of a friend, or a family member to do their renovation. Just because someone thinks they know about construction doesn't mean they'll actually have the correct answers to your remodeling questions or problems.

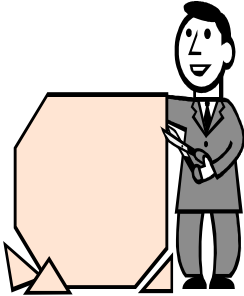
The following phrases and other similar ones should set off your alarm bells.

⇒ "He used to do work like this when he was in college..."

⇒ "This guy at work did the same thing to his house..."

⇒“I read an article that said we should...”

If you have questions about remodeling your home call a reputable, qualified professional to answer them.



*There are acceptable ways to stretch a limited budget.*

### Cutting Corners

There are acceptable ways to stretch a limited budget without risking quality. Look for less expensive alternatives that don't affect the performance of the product.

Choose:

- ⇒Ceramic tile over marble or slate
- ⇒Smaller baseboards
- ⇒Lighter weight carpeting
- ⇒Break your project into stages

### Quality vs. Discount

In the long run you may find it a costly and frustrating mistake to allow price alone to be the deciding factor. Research the discount bids, or products, thoroughly to be sure you know exactly what you're getting.

### The Determining Factor

Though price is often a significant issue in choosing a contractor— don't let it be the *determining* factor. Always choose a renovator that you feel comfortable with and who is qualified to complete your project the way you want it done.

Ultimately it's the quality of the workmanship that will determine how content you are with the final product.

---

### Upcoming Topics

#### *SEASONS GREETINGS*



*Wishing you and your family all the pleasures, happy memories and joy of the*

*holiday season. Mike & Joanne Spruyt*  
**For more information:**

If quality products and workmanship are important to you or you simply have remodeling questions -call Mike Spruyt at 572-4812

---

## The D<sub>4</sub> Guarantee



**D<sub>1</sub>** – Your job will be done for the price specified—there are no surprises or hidden costs.

**D<sub>2</sub>** – Your job will be completed the way you want it done.

**D<sub>3</sub>** – If you aren't satisfied with the finished product we'll fix it for free.

**D<sub>4</sub>**– All work comes with a 2-year guarantee on all workmanship