

THE ARIZONA REPUBLIC

special advertising feature

From your vision to the finished project—do your homework to get there unscathed



Knowledge Crucial for Picking Home Contractors

By Diane McIntyre

When it comes to return on investment when selling your home, kitchens and windows rank in the Top 10 home remodeling projects, according to a 2004 survey by "Remodeling" magazine.

Unfortunately, stress from remodeling also places in the Top 10—second, in fact, ahead of divorce, according to a recent survey.

Before You Choose

What's the answer? Choosing the right contractor. Be sure to consider these points when preparing to interview contractors for your project:

- Is the contractor a remodeling specialist? How so? "Dealing with remodeling is very differ-

ent than new construction," says Linda Zimmerman, co-owner of Republic West, a local remodeling company. "On the job, unforeseen issues often surface, and contractors who specialize and are experienced in remodeling are equipped to deal with these circumstances."

- How long has the contractor been in business?

- Is the contractor bonded, licensed and insured?

- Does the contractor have a regular place of business in case you need to track him down?

- Have your acquaintances had a good remodeling experience with this contractor?

Zimmerman says, "Because Republic West's vision for every job is to ensure a positive remodeling experience for our customers, we receive an unusually high percentage of referrals and additional jobs from our previous customers."

Finally, ask the Better Business Bureau and the Registrar of Contractors about the company's track record. When interviewing a contractor before assigning the job, check out:

- The contractor's business process and staff structure. Beware if responsibilities for project management, supervising and customer service all rest with one person.

- The estimate. Get the steps in writing and realize that this information will not fit on the back of a business card.

- The timing. If subcontractors are involved, and if a contractor glosses over operations and project management, expect delays.

The Big Three

At Republic West, its employees install windows and doors in your home—there are no subcontractors. "The 60 people who work here carry our mission and vision statement with them," Zimmerman says. "We have three intentions that we call The Big Three: 1) To come in on budget, 2) To come in on time with the project, and 3) To make it a stress-free experience for the customer."

- Costs. A good contractor will work with you to stay within your budget.

- References. Ask for and follow up on references—would they hire this company again?

- Make it easy on yourself—call Republic West when you replace windows and doors, remodel your kitchen, reface your cabinets. It will be an experience like no other.

Now that's what you had in mind.

Ad code:
adv031605

Bonded. Insured.
Lic#120619

Republic West Offices and Showroom at
8101 E. McDowell Rd., Scottsdale (480) 481-9595
www.republicwest.com

